CHEMISIAND DRUGGIST

For Retailer, Wholesaler and Manufacturer

SEPTEMBER 22 1962



Your I.C.I. representative will give you full details



Here come 38 singing new nail enamel colours from Italy!

SURE TO SEND YOUR SALES SOARING, TOO!





NEW! FASHION-FRESH FROM !TALY! Just arrived from one of the foremost fashion centres of the world! Colours created in tune with couture! Seen for the first time in England!

AMAZING PRICE! So much nail flattery for so little! Wonderful value for such high-fashion nail enamel. Only 3/9 for the regular shades; 5/9 for the pearl shades. But a full profit for you with list prices of 23/- and 35/- per dozen respectively.

EYE-CATCHING BOTTLE . . . pretty addition to any dressing table. Generously sized.

STRONG ADVERTISING SUPPORT . . . in full colour. Women's magazines with widest circulation! Brilliantly designed and hard-selling display material.

EASIEST ON, LONGEST LASTING... flows on to fingernails without streaking or lumping. Will stand anything without chipping or changing colour. Wonderful!

WIDE COLOUR RANGE! Appealing, appetising and unusually versatile—14 of the 38 shades gleam with more pearl than any other nail enamel! Colours to suit everyone!

SINGING! SUNNY! SENSATIONAL! STRAIGHT FROM ITALY!

Woltz italiana
NAIL ENAMEL!

DISTRIBUTORS TO THE RETAIL TRADE: CONTINENTAL COSMETICS LTD., 88 FONTHILL ROAD, LONDON N4



E.ILLINGWORTH & CO. (Bradford) Ltd.

COTTON WOOLS

ILLMOND-COTTON WOOL DISPENSER PACK

Package has tuck-in ends and can be re-sealed. Hygiene ensured. Elegant design of pack makes it perfect for a lady's dressing table. Only as much as is needed is pulled out at a time.

B.P.C. quality cotton wools. Hospital quality cotton wool (Drug Tariff). Sterilised and Unsterilised in all weights, for Home and Export.

Quantities labelled with your own labels from ½ oz. to 16 oz, standard packets.

Bottle neck wool, filter pads, gauze and cotton tissue B.P.C. Quality, Respirator refills,

PACKING for thermal, sound and vibration insulation and protection. MATERIALS

NEEDLELOOM FELTS

COTTON WOOLS

Bleached and Unbleached Rolls from 2 in. to 40 in. wide, weights 3 oz. per sq. yd. upwards.

Sized Waddings, Cut Sizes or Rolls,

E. ILLINGWORTH & GO. (Bradford) Ltd.

SHELF MILLS, SHELF, NR. HALIFAX, YORKS. Tel: BRADFORD 76261/9 Grams: "ILLMOND BRADFORD"



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 178

September 22, 1962

No. 4310

330

CONTENTS

BRITISH PHARMACEUTICAL CONFERENCE:

Pictures		• • •	 330
Events of the Week			 331
Cartoon			 332
Second Professional	Session		 337
Lecture Questions	• • •		 345
Correspondence			 329
Lancashire Analyst's I	Report		 324
Leading Articles:			
Conference Impress	ions		 335
Facts for Policies	• • •		 335
New Books			 336
"Open Shop"			 334
Topical Reflections			 325

		_
Coming Events 348	News in Brief 32:	5
Commercial Television 348	N.H.S. Statistics 324	4
Company News 326	Overseas News 324	4
Deaths 326	Patents 34	8
Expansion Plans 327	Personalities 320	6
Information Wanted 328	Print and Publicity 348	3
Inquests 326	Sport 325	5
Irisa News 324	Trade Marks 348	3
Manufacturers' Activities 327	Trade Notes 328	3
Marriages 326	Trade Report 346	5
New Companies 327	Wills 348	3
New Products 328	World Trade 345	5

Index to Advertisers, Pp. 5 & 6. Classified Advertisements, p. 46. Cumulative price list (home copies only): loose supplement.

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD., at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

Telegrams: Chemicus, Estrand, London

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

MORGAN BROTHERS (PUBLISHERS), LTD. 1962

GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679. LEEDS, 16: 32 Wynford Rise, West Park, Phone: Leeds 67 8438. WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood. Phone: Wolverhampton 52301.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £2 10s. Single copies one shilling each (postage 5d.).



how to pay the school fees

No piggy bank for you!

Paying the school fees is no longer a burden thanks to the M.I.S SCHOLASTIC PLAN—designed specially for you, the professional man, with your particular problems in mind.

Post the coupon today—
every day is one nearer the date
when the fees must be paid.

May I have more details of the SCHOLASTIC PLAN
Name
Address



131-133 New London Road, Chelmsford, Essex Chelmsford 51581

BIG PROFITS for you from SURE SHIELD

FRUIT
FLAVOURED
LAXATIVE

50RE
SHIELD

AXATIVES

SURE SHIELD

PROFIT ON COST*

ANTISEPTIC GREAM

103/0 SURFESTIVE CONTACTOR OF THE PROPERTY O

A powerful advertising campaign has already started, promoting these Sure Shield products in such widely-read publications as Woman's Realm, News of the World and Sunday Pictorial. This advertising will undoubtedly create a big demand and mean big business for you, particularly during the summer, when sales of fruit flavoured laxatives and antiseptic cream soar even higher. Make sure of your stocks and your profits by ordering now! Apply direct to the Sales Manager.

THOS. GUEST & CO. LTD.

Manufacturing Chemists

92 CARRUTHERS ST., ANCOATS, MANCHESTER 4
* ALL BEST TERMS

Volume 178

SEPTEMBER 22, 1962

No. 4310

Ammonia Agreement

FERTILISER MANUFACTURE LINK-UP

AN agreement has been concluded between Imperial Chemical Industries, Ltd., and Fisons, Ltd., by which I.C.I. will manufacture in the United Kingdom additional ammonia to meet the foreseeable expanding requirements of both companies.

A statement issued jointly says that each company will maintain its complete independence and will continue to compete as hitherto. The agreement to make the ammonia in Britain was concluded and the form both companies. concluded only after both companies had independently made exhaustive surveys of ammonia manufacture and supply throughout the world. The decision took into account the reliability of supplies and the desirability of employing British skill, techniques, labour and capital to the best advantage. The ammonia will be made by the new synthetic gas process, based on oil, developed by I.C.I.'s Billingham division. This has been in successful operation for the past six months at Heysham, Lancs, and is now being installed at Billingham and at I.C.I.'s new Severnside factory. Fisons Fertilisers, Ltd., will erect at their Immingham, Lincs, site important plants based on the latest techniques for the production of a range of nitrogenous products from ammonia as well as additional phosphoric acid capacity. Those Fisons plants are scheduled for completion in two phases—1964 and 1966— at a cost of £9 millions. I.C.I. will erect an ammonia plant alongside Fisons Immingham factory.

Oral Polio Vaccine

USE HALTED IN NORTH AMERICA

THE Ministry of Health is seeking further information from Canada and the United States about their recent decisions to suspend the use of Sabin oral poliomyelitis vaccine. Canada has decided to withdraw the vaccine for two months and the United States Public Health Service has recommended that its use be halted, pending a full investigation. Those decisions closely followed reports of paralysis (eleven cases in the United States, four in Canada) in people within thirty days of receiving the vaccine. In Britain, the Ministry of Health does not intend to withdraw the vaccine on the present evidence, but on September 18 it did advise the Bristol medical officer of health to postpone a large-scale vaccination campaign that was to have taken place in that city until a complete appraisal was available from North America. It was felt that recent Press reports might have prejudiced the campaign.

Industrial Health in 1961

REPORT BY CHIEF FACTORIES INSPECTOR

MANUFACTURERS of pharmaceutical and toilet preparations reported 833 accidents in 1961, compared with 710 in 1960. In both years there was one fatality. Those figures are given in the annual report of the Chief Inspector of Factories, 1961 (H.M. Stationery Office, price 6s. 6d.). Another report, the Annual Report of the Chief Inspector of Factories on Industrial Health, 1961 (H.M. Stationery Office, price 4s. 0d.) discusses the incidence of industrial disease, poisoning and gassing. During the year under review H.M. medical inspectors of factories carried out a limited survey covering the making of synthetic oestrogens and their use as an additive to animal feed preparations. The inspectors noted that some male workers suffered from gynaecomastia with increased pigmentation of the nipple area. The reaction was not uncommon, particularly in the tableting of the oestrogens if a high standard of dust control had not been observed.

Experience had shown that it might be necessary to isolate the worker from the process by using either the glove-box technique, the total enclosure of the tableting machine, or the use of full protective clothing. For some pro-cesses an independent supply of air through a patent fresh-air respirator might be necessary. In the preparation of animal feeding stuffs a pre-mix con-centrate of synthetic oestrogen on soya bean meal was progressively mixed with the feeding stuffs until the required dilution was attained. No ill effects had been noted in workers employed on the process. Referring to the use of mercury compounds in seed dressings, the report states that the organomercury compounds in liquid formulations had a greater inherent toxicity then these in dry pounds form. than those in dry powder form. There had been a development in fungicidal seed dressings consisting of the treatment of sugar beet seed by steeping in ethylmercury phosphate. That compound in its concentrated form was very hazardous. Care was required in the handling of the concentrated solution and in the disposal of empty containers. Atmospheric tests, however, indicated that the steeping process did not present a hazard when carried out in an enclosed plant. Further tests were being made and would be taken into account when drafting regulations. The review also contains comments on the toxic effect of approximately fifty metals and reference is made to the successful results of the treatment of lead poisoning by sodium calciumedetate. The report also states that a still more recent chelating agent whose full efficacy had yet to be determined was penicillamine ($\beta\beta$ dimethylcystine).

Anti-dumping Duties

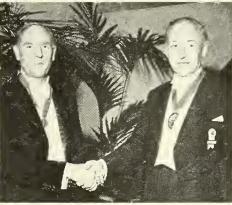
FURTHER APPLICATIONS CONSIDERED

THE Board of Trade is considering an application for the imposition of antidumping duty on phthalic anhydride on imports from Poland. A similar notice has already been given in respect of imports from Austria, Belgium, Denmark. South Africa and West Germany (see C. & D., September 1, p. 205). The Board is also considering an application for the imposition of anti-dumping duties on lithium hydroxide and lithium carbonate imported from the United States and from West Germany.

Agricultural Chemicals

MORE APPROVED PRODUCTS

THE Agricultural Departments of the United Kingdom announce the following additional products have been ap-



TAKE-OVER: Mr. J. C. Hanbury hands over the presidency of the British Pharmaceutical Conference to Mr. H. G. Rolfe. Badges had already been exchanged, Mr. Rolfe now wearing the presidential badge and Mr. Hanbury the expresident's replica.

proved under the Agricultural Chemical Approval Scheme:

Herbicides

CHLORPROPHAM with DIURON (a residual herbicide mixture for the control of a wide range of germinating annual weeds in spring-sown crops of peas, broad beans and stick beans). LIQUID FORMULATIONS: New Residuren (Farm Protection, Ltd.).

2,4-DB with 2,4-D (a mixture of translocated herbicides for the control of bindweeds, knot-grass, redshank and other weeds in direct-sown white clovers and grasses and those undersown in winter cereals, spring wheat or spring barley). LIQUID FORMULATIONS: Dioxone (Plant Protection, Ltd)

DINOSEB (D.N.B.P.)—FORMULATIONS IN OIL: Dinotop (Profarma, Ltd.); Kiloseb haulm killer (Metallurgical Chemicals, Ltd.); Morto potato haulm destroyer (Murphy Chemical Co., Ltd.); Stemmex D (Pan Britannica Industries, Ltd.). Seed Dressings

ORGANO-MERCURY LIQUID: -Liquid Leytosan (F. W. Berk & Co., Ltd.).

Import Duty Exemptions

CHEMICALS TEMPORARILY AFFECTED

THE Import Duties (Temporary Exemptions) (No. 4) Order, 1962 (published as S.I. No. 1886) provides for another list of chemicals to be temporarily exempt from import duty for the period September 1 to January 1, 1963. The list includes: Potassium bicarbonate, B.P.; anethole; cetaine hydrochloride; cinchonidine and its salts and hygromycin B.

IRISH BREVITIES

THE REPUBLIC

DUBLIN Health Authority have agreed to buy 500,000 doses of oral polio vaccine at a cost of £30,000.

SEVENTEEN-vear-old Miss Ciara OSullivan, daughter of Mr. T. B. O'Sullivan (vice-president of the Pharmaceutical Society of Ireland), won the final of the Rose of Tralee competition on September 3. The title carried with it a prize of £100 and two tickets for a holiday in Italy.

THE annual retreat of the pharmacy branch of St. Joseph's Young Priests Society is being conducted in Milltown Park, Dublin, October 6-8. Accommodation is limited and those anxious to attend are asked to get in touch immediately with Mr. Francis P. McDonnell, M.P.S.I., 12 Summerville Park, Rathmines.

OVERSEAS NEWS

COLOMBIA

International Chemical Conference

DELEGATES of chemical and pharmaceutical industries from nineteen countries recently attended a conference in Bogotá, Colombia. The recommendations included setting up an Inter-American Federation of the chemical and pharmaceutical industry, with headquarters in Bogotá.

Drug Price Control Likely

THE Government of India is considering controlling the prices at which drugs are sold, but only when quality is assured. That was announced by the Minister for Health (Dr. S. Nayyar) recently. The Minister added that immediate inspection of 2,700 small drug manufactions. turing concerns would be carried out and the quality of their products examined. Action would be taken to close down units found manufacturing drugs of substandard quality. Government initiative in producing drugs was being gradually expanded. The aim was selfsufficiency in production of medica-ments and their sale at prices within the reach of the common man.

UNITED STATES

New Drug Bill Imminent

THE United States Congress is expected to pass a new drug bill in the current session despite strong protests by the pharmaceutical industry. The new Bill provides (1) for factory inspection powers for the Food and Drugs Administration who may also inspect the personnel qualifications; (2) a yearly registration of manufacturers; (3) Standards laid down by F.D.A. to assure safety, effectiveness and reliability of products, to be adopted by makers; (4) Substantial scientific data to support claims of effectiveness before marketing clearance is given to new products; (5) emergency power for Health Secretary to stop sales of any product if he fears there is a hazard to public health; and (6) generic names to be conspicuously placed on labels and data on side effects to be included in advertisements.

Tighter Control on Drug Tests

THE United States Secretary of Health, Education and Welfare (Mr. A. Celebrezze) has proposed new regulations to provide tighter control over clinical trials of new drugs. The new regula-tions would require pharmaceutical companies to notify the Food and Drug Administration on commencing clinical trials, and provide adequate pre-clinical studies, including experiments on animals. Trials would have to be properly planned and executed with full progress reports to be forwarded to the F.D.A. In the event of doubt developing on the safety of a drug, all doctors con-cerned would be immediately notified and the F.D.A. empowered to stop the trial, if necessary. The pharmaceutical industry and medical profession have been given sixty days to comment on the proposals.

Synthesis of a Tetracycline

THE first total synthesis of an antibiotic of the tetracycline group is reported to have been accomplished by a joint team of scientists from Chas. Pfizer & Co., Inc. and Harvard University. Although the synthesis conversity. stitutes a final confirmation of the basic molecular structure of the biologically active members of the group, it is not anticipated that the present methods of commercial production will be altered as a result of it. Because of the complexity of the molecule, chemical synthesis will not be economically competitive with fermentation processes for the foreseeable future. The Pfizer research team was comprised of Dr. L. H. Conover, Dr. K. Butler, Dr. J. D. Johnston and Dr. J. J. Korst, who collaborated closely with Professor R. B. Woodward of Harvard. One member of the team, Dr. Kenneth Butler, was born in Gloucester, and received his B.Pharm. and Ph.D. degree from the University of Nottingham.

IN his annual report for 1961 the Lancashire County analyst (Dr. G. H. Walker) comments on samples of boric acid lint and penicillin tablets submitted during the course of the year.

Boric Lint

With two exceptions, all the samples received were reported as satisfactory. One of the exceptions was found to contain only 2.35 per cent. of boric acid (minimum B.P.C. requirement is 3 per cent.). The pharmacist concerned was communicated with, and he reported the deficiency to his suppliers. In the other unsatisfactory sample 8.2 per cent. of boric acid was found (an excess of 1.2 per cent, over the maximum B.P.C. limit.). The manufacturers, who were communicated with, stated that they aimed at a mean figure of 5 per cent. Variation could occur, however, during manufacture for a variety of reasons, and there was a particular possibility of variation in content at both beginning and end of the roll of lint, though every effort was made to comply with the official requirements.

Penicillin Tablets

LANCASHIRE ANALYST'S REPORT

Boric lint and penicillin tablets

During 1961 twenty-four samples of penicillin tablets were submitted for county sampling by examination officers. All were obtained on prescriptions specifying the type strength required, and with two and two exceptions all samples were satisfactory. One—an informal sample purchased on prescription as penicillin tablets B.P. (2,000 units)—were found on investigation to consist of 60 mgm. penicillin V tablets. The pharmacist was communicated with and stated that the discrepancy was due to an that the discrepancy was due to an accidental error in dispensing. The second informal sample, obtained from "branch shop of a large firm of pharmacists," from a prescription speci-fying 60 mgm. penicillin-V tablets was found, to be of the 125 mgm. strength. Communication with the company concerned revealed that the branch manager had dispensed the larger strength tablet, without previously consulting the purchaser, because that was the one normally required in his

N.H.S. STATISTICS

In the year ended March 31, 1961, the total cost of the N.H.S. was £809 millions, made up of: Hospital and Specialist Services £455 millions (564 per cent.); General Medical Services £90 millions (11 per cent.); Pharmaceutical Services £84 millions (10½ per cent.); General Dental Services £53 millions (6½ per cent.); supplementary Ophthalmic Services £16 millions (2 per cent.); local health authority £72 millions (9 per cent.); other services £39 millions $(4\frac{3}{4} \text{ per cent.}).$

NEWS IN BRIEF

THE retail price index for August was 119.4, compared with 120.4 in July (January 1956 = 100).

THE Distillers Co., Ltd., are making a gift of £250,000 for research into the incidence and causes of congenital abnormality (see also p. 327).

NATIONAL Co-operative Chemists, Ltd., 46 Beaufort Street, Brynmawr, have been granted an Excise off-licence for the sale of spirits.

A CONSIGNMENT of toilet goods valued at £1,500 was stolen from a London warehouse of Sidney Margolis, Ltd., Margo House, Hemp Row, London, S.E.17, on September 7.

TWENTY-SIX specialists from twenty-one countries are participating in an Occupational Health Travelling Seminar in four countries of Europe (Jugo-Slavia, the U.S.S.R., Finland and Sweden) from September 3 to October 25. The seminar is organised by the World Health Organisation.

AMENDMENT list No. 5 to the 1957 Report of the Standing Advisory Committee on the Carriage of Dangerous Goods and Explosives in Ships has been published (H.M. Stationery Office, price 7s. 6d.). New packings have been included for many substances and some are mentioned for the first time.

PROPOSALS for reshaping the present hospital casualty service into a better accommodated and staffed "accident and emergency service" are put forward in a report to the medical advisory committee of the Central Health Services Council, issued on September 6 ("Accident and Emergency Services") (H.M. Stationery Office, price 3s. 6d.).

Local residents in Measham, Leics, have been complaining because the only local pharmacy now closes halfan-hour earlier than it used to, making it difficult, it is stated, for anyone who has been to the doctor to get a prescription made up the same evening. The matter has been considered by the local parish council, as has a letter from the Leicestershire and Rutland Executive Council to the effect that a 6.30 p.m. closing is standard for one-chemist areas and that the Council sees no reason to depart from the rule.

THE Ministry of Agriculture, Fisheries and Food announces that subsidised inactivated vaccine against fowl pest becomes available on November 5 in those parts of England and Wales where the incidence of the disease has been highest. Supplies are being extended progressively until they are available throughout the country by the middle of December. Price of the vaccine is 4s. per 50 mil (1,000-dose) bottle and £2 per 500-mil (1,000-dose) bottle, and distribution is controlled by the Ministry.

SPORT

Golf.—ULSTER CHEMISTS' ASSOCIATION. The annual golf competition of the Guild of St. Albert and St. Gemma for the Brookeborough cup was played at Warrenpoint golf club on September 9. Results: 1, B. Flatley (37½ points); 2, M. Waddell (33½ points). Visitors' prizes, 1, A Cassidy (40½ points); 2, M. Connolly (36½ points). Best gross score, S. Gaughran (71 points). Ladies' prize, 1, Miss M. Sweeney; 2, Miss C. Glennon. Three secret holes prize, O. P. Keenan.

TOPICAL REFLECTIONS

By Xrayser

Liverpool

There is not much one can say by way of comment on the chairman's address at Liverpool (pp. 301-02). It was a competent account of the rôle of the pharmaceutical sciences in modern medicine and, as was to be expected following the publicity accorded to thalidomide in recent months, Mr. Hanbury took the opportunity of explaining, to a wider audience than he had before, some of the difficulties and problems apparently inseparable from progress. In drawing attention to earlier examples of unpredictable effects of drugs, the chairman cited chloramphenicol and iron-dextran, both of which at some stage gave rise to misgivings, although, for one reason or another, neither caused the sensation associated with thalidomide. There has, of course, always been some risk attached to the administration or taking of medicines, and only by a lengthy, painful and costly process of trial and error was a safety margin reached in regard to what we now regard as established, if somewhat old-fashioned, drugs. A little over a century ago, a writer stated that Lobelia inflata had been "much puffed into practice of late, but I would advise all to be cautious in its use, as the most undoubted cases of poisoning have followed." In the preceding century, the famous Dr. Cullen said: "I have no doubt that this group of drugs may be a remedy in certain cases . . . but I have not, and I doubt if any other person has, learned to distinguish the cases to which such remedies are properly adapted." There are lessons to be learned from the past, as Mr. Hanbury indicated. There may be too great a tendency to grasp at the latest discovery, and it takes time to establish the proper place a new drug may eventually be accorded. Over-enthusiasm in publicising a new preparation may lead to early loss of faith in a drug that has an extremely useful rôle to play when the physician, in the words of Cullen, "has learned to distinguish the cases to which such remedies are properly adapted." Meanwhile, all are agreed that every possible step must be taken to reduce to the minimum the "calculated risk" to which Mr. Hanbury referred. Another thalidomide case could have catastrophic effects.

Publicity

The reporting of the Conference by the Press of Liverpool was extremely well done, and the supplying of copies of the newspapers was much appreciated by the visitors. The supplement "A Century of Medical Progress," published by the Liverpool Daily Post, was an excellent production, which gave pharmacy very favourable publicity. The same, I regret to say, cannot be said of the reporting by the national Press of the addresses of Professor Macdonald and Mr. B. J. Thomas. There may be something to be said for making the symposium session, like the professional sessions, private, and limited in its reporting to professional journals. "Menace of the Twilight World"; "Lovely Miss Heroin"; and "Teenage Junkies"headlines from daily newspapers—are some of the examples of publicity we could have done without. Even the less dramatic reporting, in mentioning paraldehyde, slimming drugs from inhalers, and chlorodyne may have drawn attention to those substances in such a way as to arouse the wrong kind of interest. At the very least, it should be brought home to all present at sessions at which the lay Press are present, that their remarks are being overheard by non-pharmacists.

Practice of pharmacy

The review by Mr. F. W. Adams (the Society's registrar) of replies received from branches on the substance of the Practice of Pharmacy report was necessarily mainly one of reporting. There was no need for explanation or apology for the occasion being its second appearance at a professional session. Nor, in my opinion, would there be any necessity to apologise for a *third* discussion. There is no hurry to implement the report as a whole, though acceptance of the general principles may be a matter that could be agreed upon first. I, and many others, would like to see a move in the direction of professional pharmacy, but the recent treatment of pharmacy by the Ministry of Health is certain to make the task of the Committee and the Council more difficult. There is a proverb about eggs and baskets.

PERSONALITIES

MR. H. G. ROLFE, B.Sc., F.P.S., F.R.I.C., who was on September 14 promoted chairman of the British Pharmaceutical Conference, 1962–63, is a director of the British Drug Houses, Ltd. He was general secretary of the Conference from 1948 to 1958, since when he has been its treasurer. In 1950 he was leader of the pharmaceutical productivity team which visited the United States.

MR. H. N. WILSON, who recently retired as analytical group manager, research department, Billingham division, Imperial Chemical Industries, Ltd., has been presented with a silver fruit bowl in appreciation of his eleven years' service as a member of the analytical committee of the Fertiliser Manufacturers' Association. He is widely known as the inventor of the "Wilson Method" of determining phosphates in fertilisers.

MR. J. MACKIE, who is staff assistant to the marketing director of Gillette Safety Razor Co., Ltd., has left for Switzerland to attend a nine-month course at the Management Development Institute in Lausanne. Established in 1957, the Institute has drawn students from thirty-eight countries. Mr. Mackie, four years with Gillette, is the first Englishment on their staff to attend the course

MR. BARRY HOOK, B.Sc., who is the new chairman of Proprietary Perfumes, Ltd. (see this page), has been closely associated with the company's activities for the past two years in his capacity as marketing member of the Unilever U.K. Chemical Group (P.P.L. is a member company of the Group). Mr. Hook, an Australian, received an honours degree in organic chemistry at Sydney University and joined Unilever in 1947 as a research chemist. From 1949 to 1953 he was with Advita, Ltd., first as assistant to the managing director and later as general manager. In 1953 he formed Price's (Bromborough), Ltd., and was made sales director in 1956, which position he filled until 1960.

MARRIAGES

McCREA — THOMPSON. — At McCracken Memorial Church, Belfast, Northern Ireland, on September 10, John Charles Mindell McCrea, M.P.S.N.I., 11 Ravensdene Park, Belfast, 6, to Dr. Maurecn E. A. Thompson, Belfast.

DEATHS

BAXTER.—Recently, Mr. Colin Baxter, M.P.S., Raynook, Stoke Road, Hinckley, Leics. Mr. Baxter, who had been manager of a Leicester branch of Boots, Ltd., for some time, qualified in 1957 after serving an apprenticeship with the company and studying at Leicester College of Pharmacy.

COOPER.—On September 7, Sir Ernest Cooper, formerly chairman and managing director of Gillette Industries, Ltd., Great West Road, Isleworth, Middlesex, and one of the pioneers of the safety razor industry in Britain, at the age of eighty-five. In 1910 he was appointed managing director of the

Autostrop Co, which he held until 1931 when it merged with Gillette, and he became chairman and managing director of Gillette Industries, Ltd. The same year he was elected vice-president and director of the Gillette Co., Boston, U.S.A. Relinquishing the managing directorship of Gillette Industries, Ltd., in 1946, Sir Ernest continued as chairman until 1958, when he retired from that office, while remaining a director of the London company, a position he held up to the time of his death. He was created a Knight Bachelor in the New Year's Honours List in 1944.

HAMPSHIRE.—On September 12, Mrs. Jessie Hampshire, Overstrand Lodge, nr. Crewe, Ches, widow of Mr. F. W. Hampshire, founder of F. W. Hampshire & Son, Ltd., manufacturing chemists, Sinfin Lane, Derby. Mrs. Hampshire had been a director of the company since 1927.

KNOWLES. — On September 10, Mrs. Margaret Kathleen Knowles, M.P.S., née Tidball, 4 Ashfield Road, Kenilworth, Warwicks. Mrs. Knowles qualified in 1954.

MOFFATT.—On September 3, Mr. George Walter John Hunter Moffatt, M.P.S., 9 Chestnut Avenue, Christchurch, Hants. Mr. Moffatt qualified in 1909. For some time he had been living in retirement in Bournemouth but acted occasionally as locum.

NOBLE.—On September 5, Mr. Robert William Noble, M.P.S., 48 Osborne Road, Eastbourne, Mr. Noble qualified in 1913.

PANCHEN. — Recently, Mr. Frederick Charles Panchen, M.P.S., 15 Heatherwood, Midhurst, Sussex (formerly of 21 Rowan Road, Streatham Vale). Mr. Panchen qualified in 1920.

PYBUS.—On August 29, Mr. Frank Whitelock Pybus, M.P.S., 52 Sevenoaks Road, Orpington, Kent. Mr. Pybus qualified in 1902.

ROBERTS.—On September 11, Mr. Hywel Aneurin Roberts, M.P.S., 18 Clwyd Street, Ruthin, Denbighshire. Mr. Roberts qualified in 1923.

RUSSELL. — On September 1, Mr. Robert Russell, M.P.S., 1395 Dumbarton Road, Glasgow, W.4. Mr. Russell qualified in 1905.

INQUESTS

Feared Consequences.—A pharmacist feared that he might be struck off the Pharmaceutical Society's register if he were found guilty of supplying capsules of a barbiturate group without a doctor's prescription, it was stated at an inquest in Manchester on September 14. The city coroner recorded a verdict of suicide on Mr. Robert Hall, M.P.S., aged 44, who was found dead in a room above his pharmacy in Preston Street, Hulme, Manchester, on September 4. The coroner said Mr. Hall was a talented man and it was a great pity that he had found himself in such an unfortunate position. It must have been apparent to him that the consequences of supplying such a drug without a prescription would be very serious. He would also realise the probable penalty. Mrs. Joan Houghton,

Kersal View, Pendleton, said she and Mr. Hall had been friends for some time. On the evening before his death he told her his troubles and said he was afraid he would be struck off. Mrs. Houghton added that as they parted Mr. Hall gave her a parcel of gramophone records. Inside the wrapping she found written the words: "Remember me." They gave her a feeling that Mr. Hall might attempt to kill himself. Through the night she tried to get him on the telephone but there was no newer than increased as the Branch of the steeling that Mr. answer. An inspector under the Pharmacy Act (Mr. Joseph Reginald Dale, Buxton Road, Disley), said he knew Mr. Hall fairly well professionally. On September 3 he called on him to investigate for the Pharmaceutical Society information from a doctor that one of his patients had been supplied by Mr. Hall with barbiturate capsules without a prescription. Mr. Hall shrugged his shoulders and remarked: "What can I Mr. Dale said he had seen say?" Mr. Hall as a matter of professional duty on several occasions over the past ten years and found him a pleasant fellow, quiet and competent. had never been a previous complaint. He had very little comment to make about the complaint. During his visit, Mr. Hall asked if he thought it meant he would be struck off but Mr. Dale said that it was not a decision that he could anticipate. Asked by the coroner if the consequences could have been severe had the allegation been proved, Mr. Dale said that pharmacists had been removed from the Register in parallel cases. Naturally, Mr. Hall would be most anxious as he would probably have read about such cases that had been reported in the pharmaceutical Press.

COMPANY NEWS

Previous year's figures in parentheses

PROPRIETARY PERFUMES, LTD.—Mr. Barry Hook, B.Sc., has been appointed chairman of the company.

CHAS. PFIZER & CO., INC.—The company expects 1962 earnings to be between \$1.90 and \$2.00 a share (against \$1.74). However, earnings, would be behind the percentage gain expected in sales because of sharp price-cutting in antibiotics and adverse currency changes in Latin America.

MONSANTO CHEMICAL CO. [U.S.A.].—Sales for 1962 are expected to exceed \$1,000 millions for the first time against the 1961 record of \$932,916,000. Earnings, while improved will not show a corresponding gain because of costs of new plants and lower plastic prices. The 1962 profit is estimated at \$2.70 a share (against \$2.45).

ALBRIGHT & WILSON, LTD. and BORAX HOLDINGS, LTD. — The directors of the two companies have announced that friendly discussions have recently taken place about cooperation between them. The discussions have now been terminated by "mutual and amicable agreement."

PAN BRITANNICA INDUSTRIES, LTD.—The company has now become a wholly owned subsidiary of the Tennent Group as a result of the purchase of a minority shareholding

previously held by outside interests. Mr. C. J. Crowe, who represented the minority holding, has resigned his directorship of P.B.I., Ltd.

W. R. GRACE & CO., New York, U.S.A.—During the second quarter of the year earnings per share of com-mon stock were up 24 per cent. over the second quarter of 1961. Earnings for the six months were \$10,518,000, or 20 per cent. higher than they were a year ago. Total sales and revenues in the first half were a record at \$295,267,000. The chemical divisions of the organisation were the principal source of improved earnings.

THE DISTILLERS CO., LTD.—Sir Graham Hayman (chairman) at the annual meeting in Edinburgh, September 14, took the opportunity to amplify the reference to thalidomide contained in his annual statement (C. & D., August 25, p. 186). He said the directors shared the concern felt by a number of shareholders over the tragedies of children who had been born with deformities in circumstances where the company's thalidomide products appeared to have been associated. "I should make it been associated. "I should make it clear," he added, "that the company is advised that it has no legal liability in this matter. This drug was developed initially by the German firm, Chemie Grunenthal, and was subjected by them to pharmacological and clinical tests in accordance with all the standard procedures. Before the drug was introduced on the U.K. market, our company again subjected it to all the recognised tests in our own pharmacological laboratories and arranged for clinical trials to be carried out. There was no testing procedure recognised at the time which we could have used to discover what is now suspected may be the effect of this drug on women in early pregnancy. In fact no reliable procedure has yet been developed, and your directors are satisfied that there is nothing with which the company should reproach itself in relation to the testing and marketing of this drug. . . . The tragic events with which thalidomide may be associated and the investigations we have made since the withdrawal of our thalidomide products, have revealed a singular lack of knowledge in the field of congenital abnormality in human beings. Perhaps the most striking feature is the absence of statistics, not only in this country but all over the world, on a problem which has always existed. Such information as we have been able to gather indicates that in this country cases of the type with which thalidomide may be associated still represent a comparatively small proportion of the total number of cases of congenital abnormality which occur in each year. There appears to be a notable lack of scientific research in this field and there is quite clearly a need for further study of the incidence and causes of such abnormality. We are proposing to allocate immediately for the express purpose of general research into the incidence and causes of congenital abnormality and related purposes the sum of £250,000." It is envisaged that the money will be used in establish the money will be used in establishments outside the company, and the advice as to the best methods of utilising the funds is being sought by the company.

NEW COMPANIES

P.C .= Private Company; R.O .= Registered Office

G. P. LANE, LTD. (P.C.).-Capital £100. To carry on the business of merchants and factors of chemists' sundries, etc. Directors: Frederick Davics and Joan Davies, R.O.: 159 Wadham Road, London, E.17,

ROGER KNOWLES (CHEMISTS), LTD.—
(P.C.).—Capital £1,000, Subscribers: Jean Herbert and Thomas A. Herbert, 156 Strand, Lon-

don, W.C.2.
D. G. ASHLEY (CHEMISTS), LTD. (P.C.).-Capital £1,000. To carry on the business of wholesale and retail chemists, etc. Directors: Asher Ashley and Derrick G. Ashley, R.O.: 675 Holloway Road, London, N.1.

A. F. BROWNE, LTD. (P.C.).-Capital £100. To carry on the business of chemists, druggists, ets. Directors: Allan F. Browne, M.P.S., Vera M. Browne and William P. Tomkins, R.O.:

245A Broadway, Bexleyheath.

ALLENDER & PARKWAY, LTD. (P.C.).-Capital £125. To carry on the business of proprietors of drug stores, etc. Directors: I elix J. H. Allender, Marietta Allender and Trevor Parkway, R.O.: 152 King Street, London, W.6.

CHARM COSMETICS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in cosmetics, etc. Directors: Neville V. Baggott and Herbert R. Houlson. R.O.: Austral House, Well Street, Bradford, 1.

BUSINESS CHANGES

MR. A. JACOB BROWN, M.P.S., has acquired the pharmacy of Miss J. R. Houston, F.P.S., at 187 Hyndland Road, Glasgow, W.2.

MR. GEORGE DENNISON, M.P.S.N.I., has opened a pharmacy at 32 Union Stret, Lurgan, co. Armagh, Northern Ireland.

J. COX & SON have removed to new premises at 14 Market Place, Grantham, Lincs, from 36 Watergate, Granwhere the pharmacy has been established for over a century.

T. WILSON (NOTTINGHAM), LTD., has closed his old-established pharmacy at 81 Willoughby Street, Lenton, Nottingham, because of re-development in the area.

THE PACKAGE SEALING CO., LTD., and other members of the group are to move their head office and all facilities to Pakseal House, Cordwallis Estate, Maidenhead, Berks (telephone: Maidenhead 26381). The move, which is to larger and more modern premises, is taking place early in November.

CHARLES COUTTS (CHEMISTS), LTD., have closed their pharmacy at 26 Broad Street, Aberdeen, because the premises were scheduled for redevelopment. The business and staff have been transferred to the company's branch at 2 Schoolhill, Aberdeen. The business began at Broad Street in 1852 and has been carried on by the Coutts family for three generations.

EXPANSION PLANS

RICHARDSON - MERRELL, Inc., New York, U.S.A., are reported to have acquired a site near Frankfurt, Germany, for a factory to manufacture pharmaceutical products.

AMERICAN Cyanamid Co. opened its largest pharmaceutical and agricultural chemical manufacturing plant in the European Common Market at Catania, Sicily, on September 19. The company's president said that completion of the \$1-million fermentation plant for the production of wide-range antibiotics and a companion unit for the manufacture of the insecticide malathion brought Cyanamid Italia's investment in Sicily to approximately \$7 millions. "It is obvious," added Mr. Klipstein, "that no pharmaceutical company, domestic or foreign, can continue to invest large sums in research to discover new and better weapons against disease if the product of its research can be copied with impunity.

MANUFACTURERS' ACTIVITIES

Brylcreem Prize for Cricketer.—Bill Alley, the Somerset all-rounder voted "Cricketer of the Year" recently, has won the £500 Brylcreem prize awarded by County Laboratories, Ltd., Beecham House, Great West Road, Brentford, Middlesex.

To Display at West German Exhibition.—Quickfit & Quartz, Ltd., Stone, Staffs, have accepted an invitation from the Central Office of Information to provide the entire display of interchangeable laboratory glassware in the British Pavilion at the German Industries Exhibition, Charlottenberg, West Berlin, September 22 to October 7.

A Fiftieth Anniversary. — The fact that 1962 was the fiftieth anniversary of the foundation of The Crookes Laboratories, Ltd., was mentioned by Dr. F. A. Robinson (chairman) at the company's annual dinner recently. After reviewing the successes which had been achieved by the company's technical and manufacturing side, Dr. Robinson said steps forward had also been taken internally in re-organising the accumulation and distribution of technical information. Their sales force had been re-organised and their research work for new products intensified. Mr. G. E. Watson (general manager) presented gold watches for twenty-five years' service to Mr. C. J. Clarke (a director) and Mr. A. W. Phillips (assistant buyer).



NIGERIAN PHARMACIST WORKS: A Nigerian pharmacist (Mr. Alexander da Rocha, Lagos) at the offices and works of Inter-Alia Pharmaceutical Services, Ltd., Thetford, Suffolk. The company supply large quantities of tablets for use in Nigeria, and Mr. da Rocha's visit is to bring about a substantial increase in exports by the company.

TRADE NOTES

Renamed.—A. H. Robins Co., Ltd., Foundry Lane, Horsham, Sussex, have renamed ROBINUL their anticholinergic speciality Robanul and as ROBINUL-PH their product Robanul-PH.

Agency Discontinued.—Sangers, Ltd., 258 Euston Road, London, N.W.1, point out that they no longer act as distributing agents for Gala cosmetics.

Correction.—Smith Kendon, Ltd., 132 Borough High Street, London, S.E.1, advise that they have not discontinued their linseed, liquorice and chlorodyne lozenges as stated last week.

A New Strength. — Upjohn, Ltd., Fleming Way, Crawley, Sussex, announce the introduction of a 2-mgm. Medrone tablet in packs of thirty and 100. The 4-mgm. strength continues to be available.

Distributors in Scotland.—Belmont Manufacturing Co., James Street South, Belfast, Northern Ireland, announce that the agents in Scotland for their Dormouse electric blankets are Samuel S. Goldberg & Co., Ltd., Glasgow.

Now Gas-packed. — Cow & Gate, Ltd., Guildford, Surrey, state that in future their speciality Frailac is being produced, like Allergilac, in a gas-packed tin, thus eliminating the necessity for date stamping.

Label Redesigned. — To synchronise with a "bigger-than-ever" Press advertising campaign aimed at "capturing the baby market," Allen & Hanburys, Ltd., Bethnal Green, London, E.2, have redesigned the label of their product Haliborange. Formula, size and price are unchanged.

Distributors Appointed. — Grahams Medical Products, Ltd., St. Jude Works, Westmoor Street, London, S.E.7, have appointed numerous agents throughout Great Britain. In Northern Ireland their agents are Alexander & Fowler, Ltd., 23 Victoria Road, Newtownards; and in the Republic of Ireland Fannin & Co., Ltd., 41 Grafton Street, Dublin, C.3.

Influenza Vaccine. — Glaxo Laboratories, Ltd., Greenford, Middlesex, announce that their influenza vaccine, Invirin, is again available, comprising three strains: A/Singapore/1/56, A/England/1/61, and B/England/939/59. Invirin is issued in boxes of one and six 1-mil ampoules, and is also available in 10-dose rubber-capped vial for use by medical officers in industry, school medical departments and similar institutions. The product has been classified by the Cohen Committee in category N (new drugs of proved value not yet standard).

Corrections.—Cullingford of Chelsea, Webber Road, Kirkby, Liverpool, point out that the item illustrated with the Omy sachet boule on p. 245 of the C. & D., September 8, was a bottle of Omy Bijou bath essence (price 4s. 6d.) and not the perfume (price 15s. 6d.).—Cussons, Sons & Co., Ltd., Kersal Vale, Manchester, 7, point out two incorrect prices appeared for their products in the C. & D. September 8 feature, "Stocking for Christmas." The Linden Blossom bath soaps (ref. No. 2094L) on p. 245 are priced at 2s. 1d.

cach, 6s. 7d. per box of three. Imperial Leather shaving bowl in gift box (p. 269) is priced at 5s. 6d.—Dubarry Perfume Co., Ltd., Hove Park Laboratories, P.O. Box 184, Hove, 4, Sussex, state that their gift set of soap, bath foam, hand lotion and four bath cubes available in Autumn Fern, Heart-of-a-Rose and Forget-me-not (ref. No. 240) is priced at 11s. 6d.—Roberts Windsor, Ltd., 63 Grosvenor Street, London, W.1. Box of four toilet-size soaps (p. 273, bottom left) is priced at 4s. Box of three luxury-size soaps (bottom right) is 4s. 9d.

U.K. Agents for French Series.—The D.D.D. Co., Ltd., 94 Rickmansworth Road, Watford, Herts, have been appointed agents in the United Kingdom for the Pierre Cardin range of perfumes, toilet water and lipsticks. Members of the series are Amadis ("delicate and floral") and Suite 16 ("sophisticated and exotic"). The latter is understood to have a strong base note necessitating two or three minutes on the skin before attaining its true fragrance. Both products are



available in $\frac{1}{2}$ -oz., 1-oz. and 2-oz. bottles, standard and de-luxe. Standard bottles of Amadis are available in $\frac{1}{6}$ -oz. and $\frac{1}{4}$ -oz. sizes. The matching toilet water, eau de Cardin, is available in three sizes for each perfume; the lipstick range is limited to fifteen shades (twelve standard and three mother-of-pearl), identified by numbers instead of names (when a shade is withdrawn its replacement takes the vacant number). Display material is available.

Electric Blanket Displays.—The full range of electric heating equipment and electric blankets made by Ekco Heating and Electrical, Ltd., Southendon-Sea, Essex, is being demonstrated at a series of exhibitions being staged this Autumn at the following centres. Manchester, Engineers' club, 17 Albert Square, Scptember 25–26; LIVERPOOL, Exchange hotel, September 27; LEEDS, Great Northern hotel, October 2–3; Bristol, Ekco Heating Depôt, 20 Whiteladies Road, Clifton, October 10–11; Birmingham, Plough and Harrow hotel, November 6–7.

Distribution Changes.—COCKBURN & Co., LTD., Glasgow, announce that, whilst retaining their retail, manufacturing and shipping interests, they have sold their wholesale business to Edinburgh Pharmaceutical Industries, Ltd. The change takes place as from October 1.—LABORATOIRES LANDAIS, France, producers of Laidabeille royal jelly preparations, announce that they have appointed M. Fulder & Co., Ltd., 5

Whittington Avenue, Leadenhall Street, London, E.C.3, their sole United Kingdom importers. — WARD, BLENKINSOP & Co., LTD., Fulton House, Empire Way, Wembley, Middlesex, announce that Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1, are now acting as sole distributors for Gon and Panets in the United Kingdom. Customers in England and Wales should send their orders to Clerkenwell Road and customers in Scotland and Northern Ireland to Messrs. Fassett & Johnson's Glasgow depôt at 139 Bath Street, Glasgow, C.2.

Bonus Offers

BOVRIL, LTD., 148 Old Street, London, E.C.1. Virol. 5 per cent. stocking and display bonus on order placed before November 9.

W. B. CARTWRIGHT, LTD., Rawdon, Leeds. Lady Gay products (hair set spray, tint Glo, eau de Cologne, lavender, lacquer-remover shampoo, Happy Marriage perfume, and hand lotion). Twelve invoiced as ten on order for 12 doz. assorted. Twelve invoiced as eleven on order for 6 doz. assorted.

COUNTY LABORATORIES, LTD., Great West Road, Brentford, Middlesex. Body Mist. Offer of bonus small bottle for every twelve small or six large bottles ordered ends September 30.

Dalmas, Ltd., 215 Charles Street,

Dalmas, Ltd., 215 Charles Street, Leicester. Mimosept sanitary napkins. Two special (A and B) offers. Offer A is of 3 doz. 2s. 6d. Mimosept (twelve napkins) and 2 doz. 2s. 6d. "special offer" (five napkins and girdle) at 112s. 6d.; offer B consists of 2 doz. 2s. 6d. Mimosept and 2 doz. "special offer" at 132s. 6d. (both prices plus purchase tax).

GLAXO LABORATORIES, LTD., Greenford, Middlesex. Glucodin and Farex. Six free cartons with order for 4-doz. parcel of either. Until October 13.

NEW PRODUCTS

Improved Sachet Refill.—The refill for Margo's hair lacquer sachet is in a larger sachet of new shape. The lavender colour is unchanged, and the contents are now perfumed.

Combined Pack.—Dalmas, Ltd., 215 Charles Street, Leicester, are introducing a new pack of their Mimosept sanitary napkins containing five napkins and a girdle.

Depilatory Glove. — For removing unwanted hair from the legs the Baldwin golden hair-removing glove is available in a colourful envelope pack from the Baldwin Manufacturing Co., Ltd., 20 Balfour Road, Hounslow, Middlesex.

Nail Enamels from Italy.—Continental Cosmetics, Ltd., 88 Fonthill Road, London, N.4, have been appointed distributors to the retail trade of the nail enamels of Woltz Italiana, whose United Kingdom representatives are S. R. Van Duzer & Son, Ltd., 274 Gresham House, London, E.C.2. The nail enamels are issued in bottles of an eyecatching design and there are thirty-eight colours in the range.

INFORMATION WANTED

The Editor would appreciate information about:

Riley's skin soap Lancashire cough bottle (formula required)

Correspondence

Advantage to the Grocer

SIR,—Further the D. W. Gibbs story (see C. & D., September 8, p. 240), I have had a reply from the company admitting that the grocer's bonus is double the chemist's, and I have put the matter into the hands of the National Pharmaceutical Union. The company's area manager called and gave me additional tooth-paste to put me on equal terms with my grocer competitors. I hope other chemists will demand theirs.

BERNARD HOLMES, Coulsdon, Surrey

Unity is Salvation

SIR,—I would like to point out to Jo Soap, Xrayser and several others of my professional brethren that, in spite of my recent spate of letters, I have no connection with and am in no way related to the Mrs. Cripps of B.B.C. fame (report, C. & D., September 15, p. 288). I cannot understand all these persistent attacks on the pharmaceutical profession by responsible bodies and newspapers. About a month ago a woman wrote to a Sunday newspaper that she had been given wrong change by an assistant in a pharmacy, and that letter was singled out and given bold headlines at the top of a page. The protest by the National Pharmaccutical Union and the Pharmaceutical Society will receive no headlines and be pushed into a corner. That is why I still feel that unity between us—not fighting with each other—is our only salvation.

F. H. CRIPPS, Hitchin, Herts

Electoral Action Contemplated

SIR,—A gathering of some of the Pharmaceutical British Conference delegates have come to the conclusion that Mr. Enoch Powell, M.P., should be opposed at the next General Election by a pharmacist. The meeting was informal and plans nebulous at the moment. Mr. Powell's constituency (Wolverhampton, South-west) had a Liberal tradition and the meeting felt that such opposition might be strongest. This letter is purely exploratory, and the snags may be numerous or even insurmountable. Should such a candidate be forthcoming we suggest that individual pharmacists muster up a fighting fund of minimum subscription £1 per pharmacist. Will members interested communicate with me immediately (no subscriptions yet please), so that we can assess the potentialities of such action. A. G. REED,

Leeds, 11
[At the 1959 election Mr. Enoch
Powell had a majority of 11,167 over
his Labour opponent with no Liberal
standing.—EDITOR.]

Price of Professionalism?

SIR, — I have searched in vain for some comment on the case recently before the Statutory Committee of the Pharmaceutical Society, which concerned a pharmacist who, depressed and ill, was said to have altered several prescriptions (C. & D., August 11, p. 142). The chairman called the

Society's solicitor to order, for saying that forgery had been committed, but later, after hearing the pharmacist's explanation, used the term himself, saying that not such a long time since, such conduct might have led to the scaffold. From a later scorching phrase it would appear that the pharmacist was elderly. If that is part of the price of professionalism I would rather be without.

G. W. N.,

Kent.



"YOU'VE GOT A NASTY CHILL. TAKE MY

ADVICE - GO HOME, GET DRESSED, AND

GO TO BED "

Margins and Outlets

SIR,—I was most surprised to see the letter from Mr. S. Cohen of Bolton, Lancs, in your issue of August 25. Since he has pulled the name of our product Matey into the context of his letter, I must force the cap to fit in defence of our marketing the product by that name. The content of his letter probably points to one of the reasons why a larger share of the sales of toiletry goods is found to be enjoyed by what he deems to be his competitor, the grocer. This is largely derived from the fact that mass consumer items such as toilet soap, tooth-paste, shampoos and the like enjoy a hefty weight of promotion on the part of the manufacturer as an insurance for the trader when asked to stock the brand. in turn allows a smaller margin of profit than, say, the types of products which the average chemist is asked to stock, and which enjoy a much slower rate of stock turn. This profit margin is seen by the grocer to offer a higher level of profit than that which he normally enjoys and, as Mr. Cohen may have seen, a large number of my fellow manufacturers are promoting their sales through grocery outlets because of the equal potential in these outlets for their brands. These are merely views, how-ever, in current practice as witnessed over the past few years. On a point of fact I must correct Mr. Cohen's misconception of our marketing Matey, for the profit margin is greater than the 20 per cent, which he indicates, in that our trade terms offer a profit margin of between 22.3 per cent. and 29.5 per cent., which I am sure Mr. Cohen will agree to be satisfactory. As far as our salesman's point about Matey being an additional sale is concerned, let me be quite adamant in saying that Matey, being a children's bath-time product, is a completely new product category (he may be interested to know there are twenty-two varieties in the United States at this present time and others are now being planned for the United Kingdom), and does not replace any product which he currently sells in his shop. The fact that soap is not required with Matey has been seen to have no effect on the toilet soap market, and in any case let him compare the profit derived from a 3s. packet of Matey with that which he derives from 1½ tablets of toilet soap.

Norman Clothier, Chairman and Joint Managing Director, J. N. Prewitt (U.K.), Ltd., Morden, Surrey

Cut-rate Services

SIR,—During the past week I have been presented with two recipes, on compounding and presenting which to the customer, at what I claim was a reasonable price, I have been told "Oh! I only paid so much at one of the other chemists." The recipes presented were:—

(a) Bismuth, carb. 3ii
Mag. carb. pond. . . . 3ii
Rheum powder . . . 3iv
Mix together as a powder.

For this I charged 3s., but the customer stated it was 1s. 9d. down the road, so we kept the powder in the pharmacy!

(b) Sodium bicarb. . . . 1 oz.
Kaolin light 3d.
Bismuth carb. . . . 3d.
Peppermint O.S.

Lime water to 20 oz. Price 2s, 3d. I informed the customer that I could not prepare a 20 oz. mixture for 2s. 3d., and that to ask for threepennyworth of bismuth carbonate was a waste of time. Of course the customer took the recipe away to find a cut-price dispenser. How can we, as a so-called profession, ask such meagre pittance for compounding these recipes and expect a reasonable dispensing fee. It makes me sick to think pharmacists are still busily mixing away at 2s. 3d. a pint. Our local publican can obtain that amount for pulling a pint of beer! I should be interested to know what my fellow pharmacists think. Should I start selling my services at a cut-rate?

STUART RICHARDS, Colne, Lancs

"Thank-you"

SIR,—Please permit me through the medium of your columns, and on behalf of the local officers and their wives, to express our thanks and appreciation to the members of the ninety-ninth meeting of the British Pharmaceutical Conference, who so generously contributed to the very handsome gifts presented to us at the Conference Ball.

DENVER L. REES, Local Honorary Secretary 5

10

16

Conference MINIshots

































AT CIVIC RECEPTION: 1, Mrs. A. Park, Miss M. S. Suttie, and Mr. R. Anderson. 2. Miss P. Kelly and Mr. R. Leach and Mr. and Mrs. K. Gisborne. 3. Mrs. C. W. Macfarlane, Mr. and Mrs. A. E. Chilton. 4. Messrs. Cullen, Atherton, Whalley and Mitchell. 5 and 6. SYMPOSIUM SESSION: Mr. Donald Hudson, Hove, asks a question. Right: The three speakers (Dr. Johnston, Mr. Thomas and Professor Macdonald).

7 and 8. CONFERENCE BALL: The Grand March, Right, the "official"

7 and 8. CONFERENCE BALL: The Grand March. Right, the "official" group.
9. AT THE SYMPOSIUM SESSION: Mrs. Elliot, London, asks a question.
10, 11, 12. ABOARD THE "ROYAL IRIS." Left, Dancers, Centre, The "demon barber" shaves the chairman, Right, Orders from Mr. Hanbury at the bridge to Miss Burr at the helm.
13. CONFERENCE TENNIS: The players, 14. RIVER CRUISE, 15 and 16, Mrs. D. Evans, Mrs. S. Higgs and Mrs. A. G. Reed watch bowls players Messrs, G. Lowther and J. Coleman, Right, Messrs, A. E. Morris and R. Park; in background, Messrs. J. E. Robinson, H. Campbell, W. Mac-Masters and J. H. Wood.

NINETY-NINTH MEETING OF THE BRITISH PHARMACEUTICAL CONFERENCE, LIVERPOOL, 1962

Conference Week Events

Civic Reception

CONFERENCE members attended a civic reception at the Walker Art Gallery on the evening of September 12. They were received by the lord mayor and lady mayoress (Alderman and Mrs. D. J. Lewis) and the chairman of the Liverpool Branch of the Pharmaceutical Society (Mr. Arthur Saul) and Mrs. Saul. Music was provided by the Liverpool city police band, and Conference members were able to see the art collection, ranging from classical to modern. During the evening a fifty-minute documentary film of Liverpool compiled from numerous films and newsreels was shown.

Conference Excursion

MEMBERS of the Conference joined the "Royal Iris" at Seacombe on September 12 and were welcomed aboard by the Captain, Conference president, and Conference chairman. Soon after departure a ceremony of "breaking the flag" took place; the Conference Flag which had a blue background and "B.P.C. 1962" in white fluttered in the wind and rain. Proudly down river sailed the ship, past the Cammell Laird shipbuilding yard, where the oil-tanker un-loading berths could be seen near the entrance to the Manchester Ship Canal. The "Royal Iris" then turned, enabling passengers to see, in spite of the rather gloomy weather, the Liverpool and Gladstone docks, with New Brighton on the other side. As they passed through the Crosby and Queen's channel, passengers saw a number of wrecked ships, damaged during the 1939-45 war, that had not been moved. They were not blocking the channel so have been allowed to disintegrate.

About 3 p.m. a tug came alongside and King Neptune and his court, including the demon barber and a number of "policemen" (looking suspiciously like some Merseyside pharmacists we know) boarded the "Royal Iris." They pro-ceeded to the ball room, where the ceremony of crossing the bar was en-acted with Mr. J. C. Hanbury (Confer-ence chairman) as victim. Dancing and refreshments followed, and the excursion ended at Liverpool landing stage.

Conference Ball

A GRAND march was the first item of the extremely successful Conference Ball at the Adelphi Hotel on Friday night. The guests were received by the Conference president (Miss Mary Burr) and Conference chairman (Mr. J. C. Hanbury) and Mrs. Hanbury. During the evening, dancing was suspended while the chairman presented the golf, tennis and bowls trophies. A surprise presentation of an umbrella and handbag was made to the Conference president by MISS M. C. DODD (chairman, ladies' Conference local committee) in appreciation of the way Miss Burr had successfully carried out her duties during the week. Gifts of silver articles were later presented, on behalf of Conference members, to the local officers of the Conference. Presentations were

also made to the host and hostess in the three University hostels at which many members had stayed during the Conference.

Closing Session and Report

THE closing session of the Conference was held in the Philharmonic Hall on Friday afternoon, when it was formally agreed to hold the 1963 Conference in London during the week beginning September 2. The invitation to meet in London was given by MR. A. ALDING-TON, and its acceptance moved by MR. J. R. PHILLIPS, Bournemouth, MISS A. G. ESMONDE formally seconding. It was reported that an invitation to meet in Edinburgh on September 14, 1964, and a similar invitation in Cardiff on and a similar invitation in Cardill on September 6, 1965, had been provisionally accepted. The revised Conference rules (see C. & D., August 18, p. 161), were considered. After MR. S. DURHAM, Sheffield, had received an assurance that a proposal concerning the publication in the pharmaceutical the publication in the pharmaceutical Press of a reminder of the closing dates for nominations would receive careful consideration, he withdrew a motion to that effect. The Conference approved the appointment of Mr. H. G. Rolfe as Conference chairman for 1963.

"A Reight Good Do!"

It is usual, on one of the free evenings of Conference week, for the local branch of the Guild of Public Pharmacists to invite participating hospital pharmacists, wives, colleagues and friends to an informal social evening. Liverpool hospital pharmacists went to considerable time and trouble to provide the proverbial Lancashire hospitality. About 130 persons gathered in the Lucullus suite of the Mecca Sefton Rooms for a most pleasant evening. There were much talk and laughter, pleasant company, meetings with old friends and cultivating new ones in the friendly atmosphere. The occasion was graced by the presence of the president of the Society (Miss Agnes Burr) and the chairman of the Conference (Mr. J. C. Hanbury). Refreshments of the more solid kind were provided in the true Northern style with a comfortable seat and a table. Afterwards more talk, a "thank-you" from the president of the Guild (Mr. W. Mott) and the homeward journey with thoughts of reight good do."

Metropolitan Cathedral Service

A Mass for Roman Catholics at the Conference was held in the Metropolitan Cathedral on September 13. Altogether eighty attended, including the president and chairman of the Society and the presidents of the Pharmaccutical Societies of Ireland and Northern Ireland. Archbishop Heenan made re-ference to the "thoughtful, reasoned. deep" address the chairman had made to the Conference during the opening

Drug Quiz Prizewinners

THE following were winners of prizes in a "drug quiz" organised during the Conference meeting at Liverpool. Each received a pocket magnifying glass in leather case inscribed "B.P.C. Liverpool 1962.

First division:

Dr. F. Fish; Miss Gamela Wassel; Dr. E. J. Shellard; Dr. T. E. Wallis. Second division:

D. N. Gore; D. J. Paternoster; L. J. Walker; Margaret H. White. Correct answers to the twenty posers were:-

- Maté folia (Paraguay tea) 1.
- Scilla urginea (scilla).
- cortex (Daphne mezereum). Mezerei
- Glycyrrhiza radix (Glycyrrhiza glabra), Cocillanæ cortex (Guarea rusby), Jaborandi folia (Pilocarpus jaborandi),

- Cocculus indica (fishberry),
- Gossypii radicis (Gossypium herbaceum), Cascarillæ cortex (Croton eluteria), Zedoariae rhizoma (Curcuma zedoaria),
- Belæ fructus (Bengal quince),
- Calami radix (sweet flag), Pyrethri radix (pellitory root).
- Sumbul radix (musk root).
- Turpethi radix (Ipomaæ turpethum).
- 16. Physostigmatis semina (calabar bean),
- Rauwolfia cortex (Rauwolfia serpentina).
- Betel folia (Piper betle),
- Eucalypti folia (Eucalyptus globulus).
- Cuspariæ cortex (angostura bark),

Sports Results

WINNER of the Edmund White golf trophy was Mr. C. S. Cullen; runner-up was Mr. E. J. Wright, Mr. A. H. Newcombe won the scratch prize.

The Jephcott tennis trophy went to Messrs. D. N. T. Davenport and D. N. Gore (runners-up: Miss M. J. Bell and Dr. R. F. White).

In the bowls tournament, the London challenge cup was won by Mr. G. Lowther, with Mr. H. H. Campbell as runner-up.



A group of members from Birmingham.







"OPEN SHOP"

AN UNSCRIPTED COMMENTARY ON THE SPECIAL PROBLEMS OF THE PHARMACIST IN RETAIL PHARMACY

E. C. TENNER

THE statement of the views of the National Pharmaceutical Union's Executive Committee on the report of the subcommittee on the General Practice of Pharmacy, now being considered by the N.P.U. Branches, most usefully shows exactly where the professional fence cuts across the path of the high pressure shopkeeper. It also shatters the old illusion of unanimity that has for so long been fostered by the Council of the Pharmaceutical Society and by the N.P.U. Executive. The only alternative inference would be that those members of the Pharmaceutical Society who sit on both of those executive bodies would be saying "Yes" in one and "No" in the other to the same questions, and that, of course, would be an absurdity. So, by simple reasoning, there are proved to be minority views in each of those august committees. The comfortable "establishment" in both organisations may consider it sacrilegious or even subversive to discuss the existence of minority views in their lovely gardens, but that the views exist there is now proven.

Voters' Rights

In democratic elections for the Council and the Executive Committee those minority and majority views ought to be expressed by the contesting candidates, who should be bold enough to show their colours. Those who sit on the fence, or try to face both ways, should be ignored by the voters. Then we should find Councillors and Committee-men who would not fear to use their ability for purposes of positive leadership. It is taboo for present members of Council or Executive Committee to ventilate to their electorates the policy differences that exist, so the first step to building a wise pharmaceutical policy must be the breaking of that taboo. Members of the Society and of the Union have the right to know the cons as well as the pros of all important decisions. Those who are in a position to formulate a positive policy ought to be able to place it before the electorate at an election and then, if elected, should be able to continue to advocate their policy and to be seen by the electorate to be doing so. Those who fear to express a positive policy, or who have none, would soon stop putting themselves up unsuccessfully for election. So what shall be the policy and who shall be the candidates? There could be no better time for finding those essentials than this coming autumn and winter of 1962-63. We hope steps to that end will be taken.

Splits in Prospect?

Meanwhile let us get back to the statement of the N.P.U. Executive Committee. It is confusing to be asked now to reconsider at an N.P.U. Branch meeting the General Practice of Pharmacy report. Opinions already expressed at Pharmaceutical Society Branch meetings will not have altered but, even apart from that, policy for the general practice of pharmacy should be decided upon by the Society. It is, of course, entirely proper for members of the Executive Committee to send their special views to the Council, and that has already been done. To its own members the N.P.U. Executive has sent its views a year late. It cannot now be claimed that those views express the views of the Union's membership. My personal reaction is

that special N.P.U. Branch discussions on this subject at this stage could easily tend to cause a split in my local Pharmaceutical Society Branch. The points at issue, however, should certainly be brought out at such Branch meetings. Members do not have different opinions on the same subject in different committees, any more than do Councillors and Executive Committee-men.

An Exceptional Staff?

Coming now from the general to the particular, I often wonder if my staff is exceptional. In the pharmacy I have some comfortable and expensive seats for those who wish to wait for their medicine. My staff seem unable to resist the temptation to place stock items and parcels on those seats when vacant and when they are suddenly interrupted to do another job. They have every good intention to return and put properly away what they have wrongly put down, but the seats are thus rendered useless for their proper purpose and also untidy, and the staff member often forgets to return to clear up. When I visit my friends' pharmacies I never seem to notice things thus untidily out of place, so I wonder: is my staff exceptional?

A Human Policeman

Still harping on the particular, it is now a year or two since I installed a modern "open" window to my shop. As well as making my whole pharmacy into a display for passers-by to see, and saving me many hours of windowdressing, the window provides a most interesting view of what goes on outside in the street, which can be of distracting interest when the shop is empty. The ways of policemen are various and often mysterious when they are coping with motorists parking their cars in a "No Waiting" area across the road. There is the constable who waits patiently in the background until a car has been with difficulty and success manœuvred into a forbidden position. As the triumphant owner locks it up and walks away, the constable strikes and all that parking skill is wasted when the wilted owner (my prospective customer) unlocks his car and drives away to a more inconvenient but legal car park. Then there is the even more inhuman constable who waits beside a line of illegally parked cars and takes down the particulars of each owner as he returns to collect not only his car but also a "ticket." It is fortunate indeed for my business that customers are often able to stop right outside my door long enough to dash in and out with a rapid purchase before the "law" becomes aware of their wickedness. However, the other day I saw something that reassured me that at least one policeman is more human than one would have imagined. I watched him as he stood on the kerb across the deserted road: there was a far away look in his eyes and he swung himself slowly on his heels from side to side. His jaws stopped working and slowly between his lips a small bubble appeared and grew bigger and bigger. When it reached the size of a tennis ball he retracted it into his mouth. cycle of operations he repeated three times and then resumed chewing his bubble-gum. Had it not been for my modern window I'd never have seen a policeman on duty blowing bubbles! The window keeps me that much more closely in touch with life outside pharmacy.



For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at 28 Essex Street, Strand, London, W.C.2

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

TELEPHONE: CENTRAL 6565

Conference Impressions

REFLECTING the characteristics of its chairman, the Liverpool meeting of the British Pharmaceutical Conference may be described as having been relaxed and comfortable. Mr. Hanbury, ever an urbane chairman, remained securely in control without needing to make it apparent that he was exercising authority. Miss Burr, as Conference president, showed equal equanimity, carrying out her duties and responsibilities as efficiently as any of her male predecessors, and with considerable aplomb, not to say panache. Mr. Herdman's succès fou as one of the speakers in the professional sessions of the Conference is referred to elsewhere. Another aspect of the Conference was the emphasis on the academic associations of pharmacy. That was shown notably in the opening ceremony, but also in the way in which the local committee was supported by members of staff of the local school of pharmacy.

Although the symposium session on addiction, no less than the chairman's address, made headlines in the national Press, we felt that, from the pharmaceutical point of view, the arrangements did not work out quite so happily as in recent years. It may be that the pitch had been somewhat queered by the fact that two of the speakers had spoken on the same subject to the British Association only a few days earlier, though it is understood they presented different material on that occasion. It may be that the introduction at a late stage of what amounted to a fourth opening speaker upset the proper balance between what should come from the platform and what from the floor. The essence of the Conference symposium session has appeared to us to be that a trio of openers are hand-picked by the Conference Executive well in advance of the Conference meeting and commissioned to write a monograph on the aspect of the central theme on which each is an acknowledged authority. It is not in the power of the Executive, of course, to prevent any of its chosen speakers from accepting invitations to speak elsewhere. It is just unfortunate that, when they do so (and at a date so little in advance of the Conference meeting) some of the freshness and exclusiveness of the symposium session is lost. Equally, it is not in the power of the Executive to ensure that three papers of equal stature are presented. Those circumstances this year contrived to make many members feel that Dr. Johnston's contribution would have made a delectable main dish, for which a greater allowance of time could have been made. But "the luck of the draw"

will, of course, always operate, and over a period of years the present recipe for a symposium session may well continue to be the most fruitful. An important principle to pursue must be to try and focus comments in one direction rather than allowing it to diffuse over too wide a field. Those who attend should be able to go away with the feeling that they have enriched their knowledge and experience by being present.

How difficult it is to be wise before the event is shown by the fact that, as Professor Linnell said, there was a marked difference in the impact of the written paper on pharmacogenetics as circulated beforehand, and the effect of its presentation as a Conference lecture by Dr. Clarke. His useful and challenging contribution drew attention to many unknown facts that have still to be

tackled in pharmacy and medicine.

The science sessions, though well attended, yielded but little discussion on all but a small minority of the individual papers. It was encouraging to note the way pharmacists, botanists and physicists came together to consider, in the discussion on the single paper within the field of pharmacognosy, problems concerning the distribution of alkaloids throughout a plant. The interest aroused, too, by the paper on particle-size distribution proved once again pharmacists' perennial interest in that stage at which knowledge gained intuitively comes at last to be explained scientifically. That region seems doomed to diminish, with the result, as in many of the other papers this year, that the subject presented becomes too abstruse or too specialised for the many and capable of discussion only by the expert few. Alternatively it may deal with so narrow a field so exhaustively that little is left to discuss. More and more those factors are likely to dictate the pattern of future science sessions. If so, the Conference's peculiar distinction of stimulating critical, even aggressive, comment, which has been its special feature in past years, may disappear. That would be a pity, and the organisers of future science sessions may well apply themselves to the questions whether and how that individuality may be brought back.

The academic tincture of the Conference might be said to have filtered through, without any detriment to most of the evening social events. The banquet was attended by senior members of the Liverpool University, and on the previous evening Conference members were entertained in the University. The city gave Conference members the benefit of a unique setting for the civic reception, which was held in the spacious Walker Art Gallery where the valuable collection could be studied at leisure. Those who were able to join the ladies' excursions (a misnomer these days) report that they were pleasant experiences and the local committee are to be congratulated on the successful outcome of their judicious planning.

Facts for Policies

THE second professional session of the Liverpool 1962 meeting of the British Pharmaceutical Conference will long be remembered for the magnificent display of verbal fireworks by the opening speaker, Mr. Nicholas Herdman. Not in his paper (though that had its Nicktechalities), but in his verbal summary and answers to questions, he let off everything in Brock's catalogue— —the jumping cracker ("He [the national officer of the A.P.E.] seemed reluctant to give me details of membership figures and I have felt it unkind to press him");

the sparkler ("The island that has given us Bernard Shaw and Brendan Behan might be expected to have a special interest in semantics"); the Bengal light ("Why not a pharmaceutical boutique?"); Pharaoh's serpents ("I appeal to any of the retail members of the Council: 'Have a bash'!"); and the thunderclap ("The Society, a Royal-Chartered body, to ally itself with the British Medical Association, a limited company? That would be slumming it a bit!"). One after another they came, put over with the split-second timing of music-hall showmanship, and not a damp squib in the packet! Only the set piece was missing. Even when at the end he joined, Khruschev-like, in the applause, it was a piece of wordless wit, deprecating any element of personality cult and deflecting the applause to the subject of the morning's discussion.

For it had been wit with a purpose. Mr. Herdman was not being flippant or facetious. His purpose—and how well it succeeded!—was to make his hearers "employee conscious" in a way the Society's members as a whole have failed to be in the past. He was presenting for the first time facts and figures, some of them necessarily tentative, that everybody now sees should have been systematically collected and studied over the years. To Mr. Herdman must go the credit of recognising the importance of those facts as essential basic material for policy-making—and of doing something about it. They are indeed the *sine qua non* for constructive thought on the future of employed pharmacists in particular and of the whole profession in general.

By deliberate intention Mr. Herdman presented his

material "as if it were a paper on the alkaloids of opium." What that implied was stressed by Mr. G. R. Wilkinson, of Herts Branch. The scientific approach, he pointed out, is a three-stage process: the first to unearth the facts, the second to analyse them, and the third to take action. Mr. Herdman has tackled the first, with a thoroughness that was complete so far as he could make it so, though other facts must be ferreted out before every detail of the picture can be studied. He made considerable progress in the second, though again any final analysis must await final figures. By posing the nine questions of his paper's "conclusion" he showed himself well aware of the third stage of the process. Throughout, he showed an intense pride in and enthusiasm for his calling, and it was apparent that he was infusing into his listeners some of his own buoyancy and confidence.

From that point the ball passes to the Pharmaceutical Society's membership as a whole. A start on providing some of the answers was made at the session itself (p. 337). But the process that has been set in train is a continuing and a developing one. One early outcome should be active research by a specially created statistical department of the Pharmaceutical Society. A second is the inclusion of employee questions among the subjects discussed at branch meetings. A third is close study by the Council of the information presented in Mr. Herdman's paper (and supplementary evidence as it comes to light) so as to ensure that plans and policies pay due regard to the large and still growing importance of the employee section of the membership.

NEW BOOKS

The Silent Salesman

JAMES PILDITCH. Business Publications, Ltd., 109 Waterloo Road, London, S.E.1. Pp. 158. 35s.

SUBTITLED "How to develop packaging that sells," this practical and often amusing book is a useful guide to modern package design for readers engaged in marketing, advertising, sales promotion, packaging and designing retail packs for a wide range of products. Subjects covered include creativity and some of the psychological aspects of colours, shapes and symbols.

Textbook of Physiology and Biochemistry

G. H. BELL, J. N. DAVIDSON and H. SCARBOROUGH. E. & S. Livingstone, Ltd., 15 Teviot Place, Edinburgh, 1. Pp. xi + 1,117. 70s.

APPEARING a mere two years after its predecessor, the fifth edition of this standard textbook yet holds a considerable amount of new information for the examination-conscious student. Much of the subject matter has been revised. Special attention is paid to the transmission of nerve impulses, and to the ionic mechanism by which they are now generally accepted to function. A chapter on body fluids contains a useful summary of factors liable to lead to abnormalities in acid-base ratio. The text is supported by graphs, line drawings and coloured illustrations.

Packaging Directory 1962

Tudor Press, Ltd., 75 Carter Lane, London, E.C.4. Pp. 388. 63s.

As the packaging industry grows in size, scope and usefulness, so does that invaluable reference guide the *Directory*. The current edition contains a number of new headings serving recently developed materials and techniques. The well indexed "buyers' guide" is divided, for ease of reference, into the following categories, each of which contains its own subsections: Containers and closures; materials; machinery and equipment; mechanical handling devices, and services. Mentioned alphabetically are the various packaging organ-

isations, associations and consultants; foreign companies and their British agents; trade names (with brief description and maker), and a list of manufacturers' names and addresses.

Soap, Perfumery and Cosmetics Year Book 1962

F. V. WELLS (editor). *United Trade Press, Ltd.*, 9 Gough Square, London, E.C.4. $11\frac{1}{4}$ x $8\frac{3}{4}$ in. Pp. viii + 316. 30s.

PUBLISHED annually, the Year-book contains in its current edition extensive tables of laboratory information relating to the various aspects of cosmetic and perfumery compounding. In the perfumery symposium section, articles deal with the persistence and fixation of perfumes, alcohol as a perfume solvent, and changing fashions in soap perfumes. Manufacturers who contemplate entering overseas markets will find of value a table of temperatures and humidities in India, Pakistan, South Africa, Australia, South America and Malta. A section deals with modern adhesives, and a buyer's guide section includes sources of supply for raw materials, machinery, equipment and packaging requirements.

Pharmacogenetics: Heredity and the Response to Drugs

WERNER KALOW, M.D. W. B. Saunders Co., Ltd., 7 Grape Street, London, W.C.2. $10\frac{1}{4}$ x 7 in. Pp. 231. 56s.

As indicated in the preface, the book is addressed primarily to pharmacologists and clinical investigators who do not always realise how much they might gain by consulting a geneticist now and then. The text is wide in its scope and each chapter ends with a list of references culled from a number of countries. The author, of the department of pharmacology, University of Toronto, rightly states that both genetics and pharmacology can profit by the existence of the new branch of science—pharmacogenetics. He deals with drug resistance in micro-organisms, drug responses of somatic cells in tissue culture, resistance of insects to insecticides, pharmacological effects and heredity in laboratory animals, and continues with chapters on hereditary factors and defects in man. The style is easy to follow, and the various diagrams clearly presented. The book should prove an excellent work of reference.

NINETY-NINTH MEETING OF THE BRITISH PHARMACEUTICAL CONFERENCE, LIVERPOOL, 1962

SECOND PROFESSIONAL SESSION

The Employee Pharmacist

"IF anyone says that people come to the Conference for the social side I trust that a photograph of this gathering will be available to prove the contrary," said MISS BURR, at the second professional session on September 14, when she called on Mr. Herdman to present his paper:

As many proprietor pharmacists who seek to engage them will agree, employee pharmacists are elusive creatures. Apart from a most useful pharmaceutical membership survey of those who qualified in 1952, by a distinguished employee pharmacist, Mr. H. W. Tomski, who has specialised as a statistician, little has been published about the numbers and whereabouts of employee pharmacists. Even Government departments appear to have to make guesses when they come to look at pharmaceutical manpower. Before I go any further I want to put in a plea for the Society, supported wholeheartedly by its members (who will have to provide most of the information), to undertake and maintain a fully analytical survey of members and fellows.

Distribution of Employees

In mid-June 1962 there were 14,750 registered premises, of which:

Boots Pure Drug Co., Ltd. own		1,300*
Timothy Whites & Taylors, Ltd. of	own	536*
Co-operative organisations own		920*
"Minor" multiples own		800

Total 3,556 * The "major" multiples.

All the pharmacists in the major multiples are employees.

Boots Pure Drug Co., Ltd., employ 2,150 pharmacists in their retail establishments (including forty territorial general managers). Timothy Whites & Taylors, Ltd., employ 688 pharmacists in their retail establishments (including twenty-seven district managers and four territorial managers). It is estimated that the Co-operative organisations employ about 950 pharmacists in retail work. I have assumed that in the "minor" multiples 10 per cent. of the pharmacists employed will be administrative but, as many of them will be part-time in the retail establishments, I have added them to the minimum of 800 pharmacists, who, obviously, must be in full-time employment in the 800 pharmacies—giving a total of 880.

Having calculated 3,556 retail pharmacies owned by the major and minor multiples, one is left with a total of 11,194 registered premises owned by private "pharmacists. A recent esti-"private" pharmacists. A recent esti-mate has placed the number of pharmacists in retail pharmacies at 1.2 pharmacists per establishment. Assuming that one pharmacist in each 1.2 is the proprietor, one arrives at 2,238 for the number of employee pharmacists in private pharmacy. Those figures give us a total of 6,906 employee pharmacists in retail work, of whom 3,788 are in the major multiples and 880 are in the minor multiples.

It has been said that a pharmacist who manages a pharmacy owned by a limited company of which he is an important shareholder (even perhaps the



Mr. Nicholas Herdman

main shareholder) is an employee, but in this paper I have considered such pharmacists as proprietors.

pharmaceutical industry In the (manufacturing and wholesale distribution), the figures I have been persuaded to adopt is 2,500 pharmacists.

The third, and last, division is the hospitals, where a recent unofficial estimate by the Ministry of Health set the figure of pharmacists at 1,810, but added that 360 of those posts were vacant (June 1962).

We come then to a short table:

Emp.	loyee pharr	nacists				
(i)	Major mu	ltiples			3,788	
(ii)	Minor mu	ltiples			880	
(iii)	Private ph	armac	у	• •	2,238	
			in r	etail		6,906
(iv)	Industry					2,500
(v)	Hospital	• •				1,810
			a total	l of		11,216
Prop	rietor pha	rmacis	ts (al	l in		
ret	ail)			٠.		11,194
Nam	es on regis	ster:	• •			28,575
Phar	macists una	accoun	ted fo	r in		
ab	ove classific	cations	:			6,165

I would ask you to assume that the 6,165 pharmacists unaccounted for are mostly women pharmacists who have chosen the care of their homes, husbands and families as their (perhaps temporary) full-time vocations, retired pharmacists, those working abroad (probably about 1800) and those working outside pharmacy.

I should perhaps mention here the latent versatility of pharmacists Through his education and training "in the round," the pharmacist may apply his scientific and commercial knowledge through the humane art of persuasion

based on knowledge of the goods and of the customer. That knowledge allied to logic, good taste and decorum and fortified by the acceptable aggressiveness acquired from the dual character of his training and education, mean that our average pharmacist need not identify himself permanently with any one branch of his calling. He may pass and repass-throughout his working life, from one branch of pharmacy to another-so long, perhaps, as he does not remain too long in one of them. And because it can embrace retail, hospital and industry, research, develop-ment, production, sales and general management (to say little or nothing of teaching, journalism and the Civil Service, without going outside the true practice of pharmacy), one begins to apprehend the latent versatility in the young employee.

General Practice

(a) Multiples (major and minor).—It would appear that, apart from the Cooperative organisation—which insists upon all its employees being members of some acceptable trade union-none of the major or minor multiples is able to provide evidence of any appreciable corporate organisation among its pharmacist employees. The prospects for the employee pharmacist who decides to remain with a major multiple are to become a branch manager and, in the case of Boots Pure Drug Co., Ltd., and Timothy Whites & Taylors, Ltd., to proceed to the post of territorial or area manager. In the Boots organisation there are the alternatives offered by transferring from the retail to the "nonretail" side (manufacturing, general administration, etc.). In Timothy Whites & Taylors, also, there are some positions for pharmacists at headquarters, in general management, buying, warehouse management, etc. In both companies there are pharmacists who have been appointed to the boards. The executive committee which administers Boots on behalf of the board has four pharmacists out of a total membership of twelve. Probably over 90 per cent. of the pharmacists in Boots are former apprentices of the company. In Timothy Whites & Taylors there are four pharmacists on the parent board and four more on its subsidiaries, a total of eight out of sixteen directors. All promotion in recent years has been from within the company. The pharmacists on the retail side of the Co-operative movement are all engaged in actual work in the drug departments, although some of those men have, in addition, a general responsibility for the administration of the drug departments in their own "retail society." The ultimate general management of the Co-operative drug departments is, as with all other retail trading departments in the movement, in the hands of lay committees elected by the member-customers. The Co-operative Wholesale Society and the Scottish Co-operative Wholesale Society employ pharmacists in technical jobs and as warehouse managers.

(b) Private.—The associations representing employees on the Staff Side of the Pharmaceutical Functional (Whitley) Council are the Guild of Public Pharmacists (representing the hospital pharmacists) and, representing both retail and hospital pharmacists, the Association of Scientific Workers and the Confederation of Health Service Employees. With the exception of the Guild of Public Pharmacists, it has proved difficult to ascertain how many pharmacists are members of the organisations mentioned in this paragraph.

The National Pharmaceutical Union is a voluntary organisation of private retail proprietor pharmacists in England and Wales (in Scotland, the Scottish Pharmaceutical Federation has similar aims but is not connected with the N.P.U.). The N.P.U. has in its membership nearly 98 per cent. of those who are eligible to join, and the membership represents 10,500 pharmacies. A recent move has been for the N.P.U. to propose the formation of an Associates Section, which would attempt to bring into membership of that Section all pharmacists engaged in the various branches of our calling (retail, manufacturing, wholesale, teaching, hospital and others). On July 1 at six centres in England, preliminary matters connected with the formation of the section were discussed with those who had indicated their interest. The total attendance at those six meetings was 103. The Associates Section (if it attracts sufficient members) could, with its parent organisation, the N.P.U., represent almost as many practising pharmacists as does the Pharmaceutical Society. It could, one surmises, hardly be considered as a potential negotiating body on behalf of employee pharmacists, particularly of those employed in retail, for it would be the child of a parent who is the employer. It could, however, where the interests of the retail proprietor pharmacist and his pharmacist employee coincide. be representative of retail pharmacy outside the multiples.

The Jenkin Case

The notorious Jenkin judgment of 1920 has been held to prevent the Pharmaceutical Society from carrying out work connected with salaries and conditions of employment. There is a body of opinion which believes that, because the Society's Supplemental Charter of 1953 revoked (except in so far as it incorporates the Society) the Charter of Incorporation and the Supplemental Charters of 1901 and 1948, the present (1953) Charter is not affected by the Jenkin judgment.

That view is based on a confusion of advocacy with enforcement. It is the latter which the Jenkin judgment said could not be done. There is no obstacle to the Society interesting itself in promoting the economic interests of pharmacists and that now seems to be generally understood. In that connection I might remind you, at this point, of the resolution accepted by the annual general meeting of the Society on May 6, 1962:

That to maintain the honour and safeguard and promote the interests of members in the exercise of the profession of pharmacy as is stated in the Charter, immediate steps be taken for the Society to become the negotiating body on all matters relating to the economic interests of all members.

Little Career Value

It seems reasonable to aver that, comparing employee pharmacists with those in other callings, they are not very successful at creating or joining organisations which promise to safeguard and, if necessary, negotiate for those better salaries and conditions which an ever-rising standard of living would seem to demand. When one compares the salaries offered to newly qualified pharmacists employed as managers of retail establishments and to the same men after ten to fifteen years' experience, one must note the small difference and offer the comment that there is little real career value for employee pharmacists in retail practice.

It is given to very few people today of our educational background to become their own masters, outside perhaps the legal profession. General medical practitioners, largely concerned with N.H.S. patients only, are to all intents, employees of the State. Medical consultants are part-time employees of the State. The proprietor pharmacist, on the other hand, derives a significant proportion of his income from his sales "over the counter." He is, in fact, an independent contractor to the Minister of Health, a consultant in that he has to advise medical practitioners and the public, and a tradesman-a shopkeeper. That gives him that rare independence for which so many of his friends outside pharmacy envy him.

Industry

Industry is often, incorrectly, described by pharmacists as "the whole-With so few wholesale druggists today undertaking any manufacture of galenicals, and with the bulk of proprietary preparations ("over-the-counter" and "ethical") now being made by manufacturers who, if ever they were wholesalers have ceased to be, it is more than ever essential to divide the industry into wholesalers and manufacturers. There are employee pharmacists in positions of varying importance in all branches of the wholesale druggists' and pharmaceutical manufacturers' establishments. It is, however, to be noted that, unless substances scheduled as Dangerous Drugs or Poisons are manufactured, it is unnecessary for any wholesale druggist or pharmaceutical manufacturer to employ a pharmacist. The incidence of pharmacists in wholesale and industrial establishments is therefore, haphazard. The wholesale drug trade is organised into several regional associations, and most wholesale druggists are members of their own division of the Association of the British Pharmaceutical Industry.

The pharmaceutical manufacturers, most of whom are also members of their particular division of the A.B.P.I., employ pharmacists to a varying degree and in a wide variety of occupations. It is an encouraging thought and a source of great pride to all pharmacists, that most of the well-known pharmaceutical

manufacturers of Britain and, indeed, of the whole world, began as retail pharmacies.

To obtain a picture of the place of employee pharmacists in a manufacturing establishment I have avoided any company with whom I am at present or have been recently associated, and the following details come from a discussion I had with those in charge of the "non-retail" staff of Boots Pure Drug Co., Ltd. I chose that company for this particular investigation because of the wide variety of their pharmaceutical manufacture. I should mention, perhaps, that in considering the large number of pharmacists employed by Boots in "non-retail" activities, one must bear in mind that they, more than any other company, have a large reservoir of pharmacists (in their retail branches) upon whom they can draw for their executive posts, both in administering their retail branches and in manning their manufacturing and distribution sides. There are 176 pharmacists on the "non-retail" side of Boots (I have included the forty territorial general managers among the retail employees). On the technical side, Boots is divided into (a) research, including technical development; (b) fine chemical production: (c) pharmaceutical production, including formulation; and (d) analytical control. On the research side there are pharmacists, particularly in the biological aspects of research. One assistant director of research is a pharmacist. All the managers of the major units in pharmaceutical production (ointments, tablets, liquids, etc.) are pharmacists. Boots have several warehouses. general warehouse manager and his deputy are not pharmacists but the manager and his assistant at London and the managers at Nottingham and Beeston warehouses are pharmacists. Formulation development contains a large group of pharmacists. People with potentialities, many of them pharmacists, are attached to the factory managers, so that continuity may be safeguarded. In analytical control, the tendency is to employ chemists, but not exclusively. There are a few pharmacists in that department.

Pharmacists in Varied Posts

In all sorts of other places in Boots " non-retail " organisation, there are pharmacists doing commercial and administrative work. The administrative work includes such functions as delivery to the retail branches, data processing and "organisation and methods,' pharmacist is in charge of container buying. The pharmacy superintendent's office is staffed largely by pharmacists and is the department responsible for apprentice training which includes the running of correspondence courses. A pharmacist is in charge of drug buying (for manufacture) and one of his senior staff is a pharmacist. Pharmacists are also in charge of the works at Beeston and the warehouse for toiletries. pharmacist is in charge of the hospital sales department, and the medical sales department employs a large number of pharmacists as medical representatives. A pharmacist is in charge of the wholesale and international sales department. There are two staff training departments, the one concerned with retail staff being managed by a pharmacist with a further pharmacist to help him. The retail staff manager and three of his departmental colleagues are pharmacists. The proprietaries buying department and the shop planning department are both in the care of pharmacists.

In examining at length the position of employee pharmacists in the non-retail side of Boots, I have taken that organisation as a company in the pharmaceutical industry as distinct from its place in retail pharmacy. But there is one caveat: side by side with their manufacturing activities there is a very large retail organisation employing over 2,000 pharmacists and, therefore, Boots have an unusually intimate knowledge of a vast reservoir of qualified labour within their own organisation. Outside Boots and, to a lesser extent, the other multiples, employee pharmacists may probably have to compete for the top executive positions in industry with many more people of equal and perhaps superior educational attainments. And so it is that there are many posts in the industry filled by newcomers to it.

Hospital Pharmacy

Hospital pharmacists today are in the curious and probably uncomfortable position of being praised officially more for their success in achieving economy in their departments than in placing at the disposal of their medical and nursing colleagues and, through them, at service of patients, their special knowledge of the character, formulation, action and uses of drugs. At the same time the industry, which is the source of most advances in the discovery and production of new drugs, apprehends that the hospital pharmacist, particularly in the teaching hospitals, is a co-worker in the arrangement and conduct of clinical trials as well as a channel of information to and from the clinician, on the use of established and of new drugs. The future of the hospital pharmacist is either to be satisfied in the less well paid posts of the smaller hospitals or to strive for the chief pharmacist post in a teaching hospital. Those last, inevitably, are few, and it may be for that reason that many hospital pharmacists are women and some are part-time. Hospital pharmacists are organised in the Guild of Public Pharmacists, with about 1.000 members out of a possible 1,800 when all vacant posts are filled.

The "Minority" Groups

In dividing all pharmacists among retail, industry and hospitals, I have, of course, omitted those, numerically few but of great interest to us all in pharmacy, who have found their niches in less crowded fields. There is the small band of pharmaceutical journalists. There are pharmacists employed in Health Centres; under a political dispensation different from that of today, they could become a large section of our calling. I visited recently a typical Health Centre, in Edinburgh. The centre employs two pharmacists, engaged entirely in dispensing N.H.S. prescriptions and in carrying out biochemical analysis. The pharmacists at the

Centre are employed by the local N.H.S. Executive Council. The senior pharmacist is under contract to his own employer to supply drugs. The "assistants in dispensing" at the Centre, who are not pharmacists, are employed by the Department of Health.

There are the teachers in the Schools of Pharmacy. Those pharmacists are at a vantage point in our calling, in touch with the needs of each section of pharmacy, advising the Society and Boards of Studies on the education of the future pharmacist, engaging in research, independently and with the industry, and influencing by their demeanour as with the knowledge they impart, the men and women who will take our place in pharmacy. There is . . . an increasing number of pharmacists in Whitehall and its out-stations. There is, in the Inns of Court, a small number of pharmacists who have become barristers, most of whom are still within pharmacy, as officials of pharmaceutical organisations.

Conclusion

The conclusion of a survey can be little more than a summary of what has gone before. "Bigness," in industry and government, is fast becoming a cult and that trend is helped along because more and more services to the community arc provided on an organised communal basis. One result of the "bigness cult" is that the number of employees in pharmacy is steadily growing through the years, and there is every sign that it will continue. When the Society was founded, the members were all employers, and today, despite the trend to the contrary, it is still employer-pharmacists who dominate pharmaceutical political affairs.

Employee pharmacists differ in the nature of their occupations but they are all basically pharmacists. Should there not be greater community of spirit

among them?

Every employee or servant owes a duty to his employer (or master) and the employee pharmacist is in no different a position to the rest of us who work for others. Are there, or should there be, times when his duties to his profession conflict with his duty to his employer?

In retail pharmacy the employee pharmacist has greater power by virtue of his qualification than he has in the other branches of pharmacy. The pharmaceutical responsibility is his even if he is not the person who is in contract with the Executive Council for his professional work. Should superintendent pharmacists accept greater authority?

The hospital pharmacist is always an employee. His position recently has been complicated by the entry of other officers into matters concerning the practice of pharmacy in hospitals. It may be said that the salaries of hospital pharmacists reflect the value placed by the Ministry on the full-time services of a pharmacist. One would expect employee pharmacists in other branches of the profession to concern themselves with what is happening to their professional brethren in the hospital service. Has this been so?

In the pharmaceutical industry, an increasing number of non-pharmacists are

filling positions of importance in general management. Many of those men have no systematic training in medicine or pharmacy. Is the training of our technical people faulty? Are they usually incapable of taking the broader view essential in general management? Is the educational policy of the Society (and of the appropriate departments and schools in the colleges and universities) placing inadequate emphasis on the things of the mind and spirit and on the social graces? Do the things of the mind and spirit—and the social graces—matter?

A Commentary

After being introduced as the speaker MR. HERDMAN said he would not read the paper but comment on its contents. He explained why he had chosen the Boots organisation as an example of the opportunities for pharmacists in industry, and said that it would have been idle to have attempted to suppress mention of the company's name. In presenting his subject he had tried to deal with the matter objectively, regarding it as a scientific exercise—as if he had ben reviewing, say, the alkaloids of opium. He had made no controversial statements, though for the sake of encouraging discussion he had posed some controversial questions, leaving them to be answered from the body of the hall.

He had been able to submit his draft manuscript to a number of people, who had helped him in preparing it, and he quoted some of their comments. Dr. D. Hollos (secretary of the technical panel of Co-operative chemists, an organ of Co-operative Union, Ltd.), had written:

I FEEL you should qualify slightly the impression you may be creating in your reference to management, which may create the impression that, because the directors, or committees of management as they are sometimes called within the Co-operative movement, are lay members this may mean that the general management of Co-operative pharmacies is not in professional hands. This is certainly not the case and I think I can clarify the point by explaining that there are two types of Co-operative pharmacy organisation. First we have the retail Co-operative Society which operates a pharmacy department. The superintendent chemist is completely in charge of this department and determines all matters relative to the professional side of pharmacy. Naturally he has a much wider rôle than this in practice and is normally allowed to get on with the efficient operation of the whole business without undue interference from the lay board of directors. The second type of pharmacy organisation is what we call a special chemists' Society which is regarded as a special Co-operative chemists' society by the Registrar of Friendly Societies. In the majority of cases where the word "chemists" appears in the title the superintendent chemist is also a member of the board of directors and is solely responsible for the conduct of the pharmacy. In no case should a chemist be subjected to any other Co-operative departmental manager concerning any professional matter. Whilst some cases may come to light here and there, there are black sheep in every family.

We recognise the professional status of the pharmacist and are doing all we can to enhance the pharmacist's reputation. You might usefully add that all superintendent chemists employed within the Co-operative movement are not members of the Union of Shop, Distributive and Allied Workers but are members of the National Union of Co-operative Officials, which is also affiliated to the Trades Union Council. It is the pharmacy branch managers who are members of the U.S.D.A.W. All Co-operative superchemists, intendent members N.U.C.O., are eligible to join the chemists' section of the National Co-opera-tive Managers' Association and the majority have, in fact, taken advantage of this and have built up what is now a very live body indeed. It may be that in the near future consideration will be given to forming an associates' section, membership of which would be open to branch managers. There may be some difficulties here between two trade unions but at least the move is a possible one.

From Prince Philip's private secretary he had received the following reply to a request for an authentic report of the Prince's speech in which he had referred to the value to this country of its traders:-

Since returning from South America Prince Philip has only made one speech on industry which was written in advance and I attach a copy of it in case it is of use to you. I'm afraid this isn't exactly what you want but I'm afraid we've nothing else since His Royal Highness more often than not speaks "off the cuff."

An Invitation

From Sir Charles Snow he had received an invitation for a talk about his views on selling but so far had hesitated to take it up.

He had been in touch with five trade unions with pharmacist members and had asked each one how many pharmacist members it had. The information

provided in response was:

ASSOCIATION OF SCIENTIFIC WORKERS. The Association has some 100 hospital pharmacists in membership, together with a handful of registered pharmacists in retail and industry. Our prime interest has been for hospital pharmacy, where we are one of two unions with seats on the Pharmaceutical Whitley Council Committee C. You may know that on behalf of the staff side of the Whitley Council I (the departmental general secretary) conducted the case presented to the Industrial Court which resulted in the recent disappointing 5 per cent. salary increase. I would say that the prime weaknesses in our case, which we could not overcome, were the existence of the National Joint Industrial Council scale; the result of the Society's recent salary survey amongst retail pharmacists, which showed an average less than the maximum of the career structure (category 3 chief) in the hospital service. These two factors, together with the scales operated in the Co-operative service, set clear limits on the valuations placed on the service of employee pharmacists in the section of employment where the majority are employed. The other difficulty was, of course, the fact that the majority of registered pharmacists in the hospital service do not possess the new level of qualifica-

tions and our arguments were reallly based on the new level of qualifications. The resultant award means that the maximum of the hospital career grade (category 3 chief) is now well in advance of the average in retail pharmacy and much in advance of the N.J.I.C. scale. . . . I have grave doubts as to the likely effectiveness of the associates' section of the National Pharmaceutiacl Union. It would seem to me that the only solution likely to offer any success in a reasonable period of time would be for a substantial majority of employee pharmacists to join a recognised bona fide trade union which could bring its resources and experience immediately to the service of employee pharmacists. So far as the pharmaceutical industry is concerned, of course, the majority of scientific employees are chemists rather than registered pharmacists and here the situation is rather different. The Association of Scientific Workers is the only active trade union catering for such people and I am enclosing a copy of our recommended salary scales for the chemical industry which will give you some idea of the policies which we follow in the manufacturing field.

CONFEDERATION OF HEALTH SERVICE EM-PLOYEES. The Confederation has two seats on the staff side of the Pharmaceutical Whitley Council Committee C. The Guild of Public Pharmacists has six seats. On all the N.H.S. Whitley Councils on which the C.O.H.S.E. is represented there is at least one full-time officer of the organisation so that there is always an experienced negotiator acting for our members. It is not our practice to give details of individual sections of our membership, but at least 50 per cent. comprises nursing staffs, a large section is formed by ancillary staff and the remainder is composed of administrative and clerical and professional and technical staffs which latter, of course, includes pharmacists, though governed by three separate Whitley Councils. Mental hospital pharmacists have up to date formed the larger part of this section of our membership, but the general hospital pharmacists are showing increasing interest.

Shy to Give Figures

ASSOCIATION OF PHARMACEUTICAL EM-PLOYEES (part of U.S.D.A.W.).

National officer reluctant to give details of membership figures. Within union exists a national advisory of pharmacy members which includes two registered pharmacists and two "dispensing assistants" appointed at the National Conference. Union is particularly interested in those employees who work in the retail societies of the Co-operative movement including its phar-

macies and drug departments.

REGISTERED PHARMACISTS' UNION. Membership confined to pharmacists. All Union officials pharmacists. Most of union's activities do not "hit the headlines' effects are occasionally "obvious to all," e.g., in demand for a "Union for all pharmacists" at Pharmaceutical Society's annual meeting and, at earlier date, feat of Society's ill-conceived scheme for a supplementary register of assistants." General secretary is also chairman of the pharmaceutical group, Royal Society of Health.

NATIONAL ASSOCIATION OF LOCAL GOV-ERNMENT OFFICERS. Only a few pharmaceutical chemists employed in the N.H.S. are members, and "it would appear that those have joined for reasons other than strict trade-union interests, e.g., N.A.L.G.O.

holiday centres, cheap car insurance, etc. This situation is explained by the fact that, in the National Health Service, wages and certain conditions of service are negotiated through what are referred to as 'func-tional joint councils.' There is a separate council for pharmacists, on N.A.L.G.O. is not represented, and in consequence we are not in a position to represent the trade union interests of pharma-

Mr. Herdman gave an analysis of the figure of 2,500 he had given for pharmacists in industry. In the approximate 160 wholesale druggists' warehouses in the count there were perhaps 500 pharmacists. In the popular remedies industry, with its ninety companies in the Proprietary Association of Great Britain and many other much smaller companies dealing with only 10 per cent, of the total business outside the Association there were about 200 pharmacists. The figures for the industry were therefore Wholesale 500

Popular remedies 200. Prescription ("ethical") products. 1.800.

The last figure was comparatively large because of the need for many pharmacists to inform, verbally and in print, the doctors and pharmacists who require technical knowledge of the products marketed. Mr. Herdman considered that one interesting fact that had come to light from his survey was that, of all active pharmacists, about 50 per cent. were employees. He was disappointed that 6,165 pharmacists were "unaccounted for" and was drawn to the conclusion that his figure of 1.2 pharmacists per retail pharmacy might be on the low side.

Employees by Choice

"Why does a man choose to be an employee?", asked Mr. STANLEY DUR-HAM, and suggested several possible influencing factors, such as family tradition, with self-employment common in some families but not in others; family circumstances (lack of capital, etc.); personal choice of a form of stability (such as one gets in the Civil Service or local government); personal choice of a life of adventure achieved in frequent changes of occupation or place, freedom to engage in pastimes or hobbies, etc.; personal choice of opportunity, such as comes from working in large organisations. Why did pharmacists in particular choose to be employees? In the past pharmaceutical general practice had attractions for the general practice had attractions for the scholarship" boys and girls. In conditions of massive unemployment, poor housing, etc., pharmacy seemed to promise stability and permanency. It had appeal to idealists imbued with basic concern for the public good. Those who qualified in those days became the former chemists and druggists trained in their apprenticeship to provide a service to the community. The ingrained habit of satisfying the customer eventually became the basic principle in dealing with the biggest customer of all—the Minister of Health. It was customary then to pay one's own examination fees and to most of them the cost of qualifying left them with little but their certificate. Compelled to take the

first job that came along, they left it only for a better one. Deficiencies or drawbacks in the working environment went often unnoticed or were philosophically endured. That era was now coming to an end, and its achievements and failures would soon be nothing but history. The future would belong to generations that had known nothing but full employment, free education, maintenance grants and an academic rather than practical training. Family traditions, circumstances and personal choice were still the factors governing the individual choice, and many would be content to remain as employees. Their length of stay in a particular post would be proportional to its congeniality. They would also expect maximum financial return from their academic qualification, with status to correspond. The Society's 1962 annual meeting had shown that the reaction was speedy, definite and sustained. Readjustments to the traditional employer/employee relationship would undoubtedly become necessary. The outcome would produce effects it was impossible to imagine in the present period of transition. Mr. Durham finished by endeavouring to correct "commonly held mistaken ideas regarding the formation of an Associates' organisation by the National Pharmaceutical Union." The Union, he said, had not acted on its own, but on instructions from a Conference of Pharmaceutical Committees. The organisation was now independent of the N.P.U. and would remain so.

No Effective Requirement

MR. KENNETH HOLLAND, Romford, said that the figure given for pharmacists employed in industry and in wholesale pharmacy, 3,500, proved that most such companies recognised the need for pharmacists to supervise the production and distribution of medicines. There seemed to be no effective requirement, however, that pharmacists should be employed for those purposes, and it was a fact that a small number of firms manufactured or distributed medicines containing both DDA and Scheduled substances with no pharmaceutical supervision whatsoever. Wholesale and manufacturing D.D. licences were issued by the Home Office in accordance with their own internal rules. As the law stood it was quite possible for the distribution and storage of Dangerous Drugs to be engaged in without the employment of a pharmacist. It seemed strange that the public, which would so quickly condemn fancied high prices of drugs and scream for tighter controls when things went awry, did not insist through their legislature on the same requirements in the manufacture and distribution of medicines as in their retail sale. Society's Council should press unremittingly for legislation making it necessary that at least one director on the board of every manufacturing and wholesale firm should be a pharmacist. A formula could be arrived at based on the number of staff employed, the variety of products made or distributed and the annual turnover to determine the number of pharmacists to be required by law to be employed in a supervisory capacity. All such com-

panies should be required to submit to a code of ethics enforced by visits of inspectors of the Society.

MR. HERDMAN said that pharmacists must try and influence public opinion in the direction indicated by Mr. Holland and in alliance with the medical profession. They would be much more likely to get medical support if they were readier to provide doctors with information about products for prescribing. He was surprised at the lack of pharmaceutical interest in filing and recording the information "a provident industry provides."

MR. A. G. REED, Leeds, asked if Mr. Herdman's figures for pharmacists in the private sector took account of father-and-son, man-and-wife combinations of pharmacists, and MR. P. L. COHEN, Plymouth, pointed out that the tables took no note of pharmacists in

the Forces.

MR. W. J. Bowler, Nottingham, thought that one sentence in the paper might be taken to suggest that pharmacists in wholesale houses were better educated than other pharmacists, but MR. HERDMAN explained that "colleagues" in the context of the sentence meant fellow employees of other kinds in the wholesale house.

Nine Questions

MR. A. R. G. CHAMINGS, Shorehamby-Sea, said that Mr. Herdman had referred to "controversial questions" posed in his paper, which it was assumed everybody had read. Mr. Chamings read out the questions, nine in number, and gave his own answers to some of them. One hoped the new "pharmaceutical practice" section of the syllabus would resolve the question whether the training of pharmaceutical industry's technical people was faulty. A good proportion of pharmacists had capacities for general management, but people capable of good management yet not pharmacists were lacking in something which he considered important: a pharmaceutical background.

MR. HERDMAN said it was his own opinion that the education of pharmacists concentrated too much on the technical side and not enough on

"education for life."

MR. J. R. PHILLIPS, Bournemouth, said it seemed that the politics of hospital pharmacy and of industry were becoming more important to the profession as a whole than ever before, yet there was only one representative of each on the Society's Council.

MR. W. MOTT, Sheffield, was grateful to Mr. Herdman for putting the problems of hospital pharmacists. Their basic problem had been well put in one of the letters Mr. Herdman had read out and he would like to hear what any proprietor pharmacist had to say in justification of the matter.

MR. A. H. Moseley, Birmingham, asked about the yardstick for "minor multiples" and said that his information on pharmacies in the area of the Branch of which he was secretary suggested that 1.5 pharmacists per private pharmacy was a more accurate estimate than 1.2. Mr. Herdman said he had classified as a minor multiple any organisation with more than three branches.

MR. R. W. RICHARDS, Loughborough, said that the figures seemed to indicate that there was one pharmacist per 3,500 of population. If the trend were to fewer but larger pharmacies, there would be more employees and there would be better conditions of work. Would that be, on all counts, a better thing?

A Needed Reform

Mr. H. STEINMAN, Manchester, to whom Mr. Herdman appealed to reply, said that the problem had no simple answer, since the proportion varied by district. By comparison with the Continent British pharmacies were numerous, but since 1955 limitation had been coming about by a process of evolution, since the number of pharmacies was decreasing though the number of pharmacists was increasing. petitive pressures were recognised, but he could not see how to meet them till there was better support from existing organisations and less bickering within the profession. Only when every pharmacist, in all sectors, obeyed the dictates of his professional conscience would the profession make headway.

MR. D. A. NORTON, Bristol, said that criticism had been made that the pharmacist was too narrowly educated. At Bristol they now selected students by interview, where they concerned themselves not solely with "A level" results but also with the candidate's wider interests and his chances of imparting a favourable impression of pharmacy through his personality. In the college were now many facilities for liberal education (lunch-time speakers; outside visits, etc.), but students were at a disadvantage by comparison with students in other disciplines because of their much smaller leisure. The answer lay in greater academic freedom to enable the schools to offer a more flexible approach.

MR. P. CREES, Birmingham, thought that members were not yet getting to grips with employees' problems, though the survey provided something on which to work. The problems were (a) to work. The problems were (a) economic and (b) how to achieve professional freedom under good working conditions. He saw no reason why salaries in retail should not be on a uniform basis. The N.J.I.C. rates were currently under fire, and he would be pleased to hear some defence of them. The Industrial Court hearing had revealed the average yearly earning of employee pharmacists in the retail sector was £1,358. That was not a career prospect, but even if the career prospects had been good one thing was still wrong, namely that the large employers (private or State) — and who were not pharmacists — had all the advantage in bargaining over salaries. Equality of bargaining power would come only by organising the employees, perhaps in one union for those in retail and another for those in public service. That would be of direct benefit to employees and of indirect benefit to the proprietors, by discouraging the opening of uneconomic shops. He himself had been in at the beginning of the A.P.E. and active in the A.Sc.W. and he saw no incompatibility between trade unionism and the professional life. The employed pharmacist was in part employee and in part professional man just as the proprietor was in part professional man and in part shopkeeper. The employers had an appropriate organisation for their shopkeeping interests and the employees should have a corresponding organisation for themselves. Any employed pharmacist hostile to the idea of organisation within a trade union should find out what trade unionism really meant. It would not harm even hospital pharmacists to look objectively at their present set up. Employees should not be afraid of new ideas if they helped to solve practical problems.

MR. HERDMAN replied that in considering Mr. Crees's statement that the large employers were not pharmacists members should take into account the "managerial revolution" and see to it that the managers were pharmacists.

MR. H. H. CAMPBELL (head of the department of pharmacy, Heriot-Watt College, Edinburgh) spoke as one who, he thought, must be among the "other classifications." Members of the teach-ing profession "don't know anything about retail or hospital or manufacturing pharmacy." They did, however, listen to their students, and it was clear that the six-day week was not attractive to them. They had been accustomed to a five-day week till the age of eighteen. At university their experience was a five-day week plus sport. It was a mental shock to a young graduate to be thrown into a six-day week with a mid-week half-day. They felt confined to barracks and in a few years retail pharmacy would be faced with the problem of giving them what they wanted. It was time that pharmacists had more leisure for cultural activities. The solution was a greater degree of collaboration and more partnerships. Then the general standard would rise.

Good Employers for the Most Part

MR. C. T. SMITH, Wolverhampton, spoke "with passionate feelings" on two points. The policy of paying minimum, not maximum, salaries, which had been practised in part by a minority, was undoubtedly responsible for the shamefully low value put upon hospital pharmacists' services. Some said the National Pharmaceutical Union was now making a virtue out of necessity in creating an Associates' Section. He did not take that view. The majority of N.P.U. members were good employers, and many were sorry that better conditions were not being offered. Much advantage would accrue from the Section, which would become independent. He recommended all employees-if it was true that the Pharmaceutical Society could not organise their economic interests—to join. made, too, a suggestion that might help the hospital pharmacists. In the 1930's conditions had become so desperate for employees that the Society had refused to accept advertisements for posts rated at less than £200 a year. It should not today accept advertisements for hospital posts at below a certain salary.

MR. JAMES COLEMAN, Dublin, while praising the paper and its author, had one criticism to make on all present. There had been regular and repeated use of the word "retail." In an inquiry

in the Republic of Ireland into dispensing costs, professional status had always been difficult to defend because the word "retail" kept coming in. The same problem had occurred in the United States, where the term "community pharmacist" had been coined to obviate the difficulty. Some such action, though not necessarily that title, was called for in Britain, and the word "retail" should be abandoned.

MR. HERDMAN gave it as his opinion that the good word would always be driven out by the bad, so that in a few years all would know that "community pharmacist" and "retail chemist" were the same thing.

A Hospital Pharmacist's View

MR. T. D. CLARKE, Manchester, said he would like to give the answers of a hospital pharmacist to some of the questions Mr. Herdman had posed. In his view a community spirit did exist among pharmacists—except in limited fields. Hospital pharmacists had been accused of having a "holier-than-thou" attitude and of not turning up at branch meetings of the Pharmaceutical Society. That was not so. People should realise that they were but a small proportion of the membership, subject to the same degree of apathy as affected all sections. He gave facts and figures of hospital pharmacists' record in branch work to prove his point. Over a 10 per cent, area of the membership there were conditions giving rise to mutual hostility. Undoubtedly the Industrial Court's award to hospital pharmacists had been kept down to 5 per cent. because of the N.J.I.C. scales, as had been pointed out in a letter read by the opener that morning. Retailers should note that outside their salaries hospital pharmacists had no other "accrued" benefits (such as a house, the use of a car, bonuses, etc.). Manufacturing pharmacy was encountered by hospital pharmacists mainly in the persons of representatives. He did not agree that it was necessary that every representative sent to call on the pharmacist need be a pharmacist, but he should be controlled by one and answerable to him for any unethical behaviour. One answer to the question on cultural opportunities would be to tap various sources of finance to enable young pharmacists to attend Conference meetings.
Answering Mr. Clarke's point about

Answering Mr. Clarke's point about representatives, Mr. Herdman urged that any complaint about unethical behaviour by representatives should be made direct to the managing director.

To a suggestion by MR. WRIGHT, Leeds, that a united body should be formed between pharmacists and the British Medical Association, MR. HERDMAN said "With the Society based on a Royal Charter and the B.M.A. a 'limited company,' we should be slumming it a bit."

MR. B. H. SMITH, Manchester, said that there were two answers to the question of concern by retail employees about their brethren in the hospitals, since there were always two groups in any community—the apathetic and the informed. In his opinion the question had not been correctly put. Why not ask the question in relation to the em-

ployers also? What were they doing to help the hospital pharmacist?

MR. J. D. WIMBORNE, Wanstead, London, said that attendance at branch meetings was not enough. It was necessary to compare hospital pharmacists' incomes with those in other branches of the hospital service. For example, a health inspector, after two years' training, started at a salary of £1,055 and rose to £1,420, with an annual leave of four weeks. To better themselves employee pharmacists must have paid negotiators who were trained in negotiation. He hoped the National Pharmaceutical Union would fall in and provide them.

Investigation Pending

MR. JOHN GROSSET, Edinburgh, pointed out that the Pharmaceutical Society's Council, at its last meeting, had set up a subcommittee to investigate the Industrial Court award and its influence on the wider sphere in pharmacy. Membership of the subcommittee would include pharmacists from other sectors than hospital pharmacy.

MISS JANET ĤINCKS, Slough, asked about the possibilities of the Pharmaceutical Society's inspectors having their powers extended to factories and hospital pharmacy departments. She had been told that if she wanted an inspector to come into her department she could invite him in but he could not make an official visit,

MR. HERDMAN replied that, under the Society's statutory powers, there was no suggestion that the activities of representatives could be subject to inspection, but he was all in favour of more legal help being available to employed pharmacists. The N.P.U., he had come to know, offered its members legal advice on any subject, "even divorce."

MR. E. CRONIN, Manchester, said that references had often been made to the need for loyalty to the Society's qualification and to one another. What observation had the speaker to make on the loyalties owed by branch managers called upon to issue receipts stamped "You can rely on . . . ". Was not that detrimental to other pharmacists?

MR. P. G. Flood, London, deplored the speaker's statement that there must always be an association between shopkeeping and pharmacy, and did not subscribe to it. He thought the use of the word "shop" in relation to a pharmacy should be avoided.

MR. HERDMAN thought the correct approach was to remove any stigma from the word "shop," which had been used in its correct sense in his paper. The status of the word should be raised so that people were prepared to "take off their hats to it." He thought the trend to larger drug departments would bring renewed opportunities for the "small" man. Why not a pharmaceutical boutique?

MR. G. R. WILKINSON, Potters Bar, was pleased with the scientific approach of the speaker and with his suggestion of "standing back and taking a long look." He would summarise the scientific approach as being:—1. Unearth the facts. 2. Analyse them. 3. Act. Mr. Herdman had done the first. The second was being done that morning. What then? Who would act?

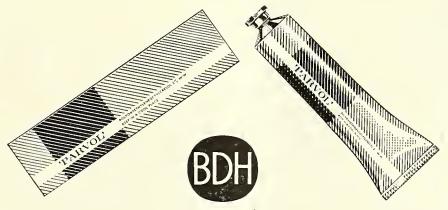
new potent B.D.H. spermicidal jelly

PARVOL

TRADE MAR

After years of intensive research, B.D.H. announce the development of a spermicidal jelly very much more effective than any hitherto available. This outstanding new contraceptive owes its spermicidal power to three advances:

- A highly active new spermicide, polyoxyethyleneoctylcresol, developed in the B.D.H. Research Laboratories and shown, under extensive biological testing, to be non-toxic and non-irritant.
- 2 The addition of a special surface tension lowering agent to the jelly base, which ensures ready mixing of the semen with the spermicidal agent.
- 3 Development of greatly enhanced self-cohesive properties in the jelly which greatly increase its action as a physical barrier to the sperm. 'Parvol' has also excellent lubricant properties.



'Parvol' has been approved by the Family Planning Association.

'PARVOL' CONTRACEPTIVE JELLY Tubes of 60 G. Trade 4/2 Retail 6/3

THE BRITISH DRUG HOUSES LTD · LONDON N.1



Mr. J. G. ROBERTS, Chester, said that in hospital the pharmacist was given the status of his professional colleagues, and he was unwilling that the image of the pharmacist should be based on self-service stores. The trend towards professionalism was a good thing for all.

MR. J. T. MEARNS, Bristol, thought the Conference should be followed by another at which the recently qualified

should give their observations on the future development of the profession; and Mr. H. Humphreys Jones, Liverpool, thought it a huge mistake to allow a qualification on paper and follow it with a twelve-months' apprenticeship. "The newly qualified don't know how to appear before the public. They are dumb."
MRS. M. H. WHITE, Welwyn Garden

City, said that to talk of extramural

activities for pharmacy students was all very well, but in practice pharmacy students had longer terms than students in other faculties, and a more packed curriculum. They had little opportunity to meet those other students during term time.

"A most exciting discussion," as MISS BURR put it, ended with a vote of thanks to the speaker, moved by Mr. H. TREVES BROWN.

Pharmacogenetics

CONFERENCE LECTURER SHOWS SLIDES AND ANSWERS QUESTIONS

DR. C. A. CLARKE, the Conference lecturer, used a number of coloured slides to illustrate his lecture. He said that there was no doubt that pharmacogenetics could shed considerable light on clinical trials of drugs. The professions had been pilloried for letting loose on the public a number of danthat problem and the topic of the lecture with Professor Andrew Wilson, the latter's comment had been "Yes. It may not be due to the drugs at all, it may be due to the chap."

PROFESSOR W. A. LINNELL, London, was supprised to realize that forty years.

was surprised to realise that forty years ago he had had his finger on the same subject when investigating the subject

of melanism in moths.

MR. L. J. WALKER, Dartford, wondered if there were instances of the lack of sensitivity to suxamethonium and tubocurarine. Some Egyptian patients had shown resistance to the latter. Dr. CLARKE doubted if any "undersensitivity" existed to suxamethonium, but he knew of people being resistant to tubocurarine.

MR. G. H. WRIGHT, Leeds, asked if there was any genetic factor in the degree of pigmentation in jaundice cases. DR. CLARKE: "Yes, some get it more than others. Hæmolytic jaundice is variable but not greesly ee."

able but not grossly so.

Blue-eyed and Brown-eyed Ladies

Mr. S. G. E. Stevens, Welwyn Garden City, referred to variation in pupillary response following the administration of sympathomimetic amines, and asked if the central nervous system was affected? If so, should blue-eyed ladies take dexamphetamine and brown-eyed ones something else?
DR. CLARKE: "That is just what we

are trying to find out."

MR. J. C. HANBURY (chairman) referred to the curious capacity of some people, who after taking asparagus, were able to detect breakdown products in the urine and of others who found a pink coloration of their urine after eating beetroot. Dr. CLARKE said that was a complicated story that was being worked out. The beetroot phenomenon was probably a single-gene one.
MR. C. A. JOHNSON, Nottingham, re-

minded the audience that official monographs mentioned that taste of substances, but it now appeared that it was not justified in doing so. He added that certain asparagus soups gave a "decent in the cases previously mentioned, and he assumed that such soups were made from asparagus.

Dr. CLARKE said he had expected a

question concerning thalidomide. Investigations had shown there was no bimodality of thalidomide, but there was a hint that the thalidomide level increased after a meal. Blood sugar tests had been initiated, and it looked as if thalidomide might upset carbohydrate metabolism.

Dr. G. E. Foster, Dartford, raised the question of the effectiveness of some migraine products, but Dr. CLARKE thought that ergotamine was less useful than was made out in certain quarters. "I use Gower's mixture, and it is absolutely splendid." Mr. Chamings later asked what was the formula of the mixture, and Dr. CLARKE replied: brom., gr. 5; liq. trinitrini m. 1; liq. strych., m. 3; tinct. gelsem. m. 7., infgentian or aq. chlorof. to ½ fl. oz." He added that modern people objected to the potassium bromide. Phenobarbitone had been suggested instead, but that gave an inelegant mixture.

MR. HANBURY suggested that migraine was outstanding among "non-serious" medical problems, and DR CLARKE agreed that it was inherited, yet difficult to explain pharmacogenetically.

PROFESSOR W. H. LINNELL asked if it were possible to alter the gene picture of individuals by means of drugs. Dr. CLARKE's reply was that probably it was. He pointed out that 4 per cent, of the population were potential diabetics; less than that percentage were actual diabetics, because some did not meet the necessary environment. He stressed that drugs could prevent inborn errors arising. Another speaker raised the question of reactors to aspirin, and DR. CLARKE commented that clinicians often gained a biased view. Reaction might be genetic, but he doubted if it were bimodal. There might be local factors

in the stomach that had to be taken into account.

T. W. WEBSTER, Wallington, asked if any gene factor was concerned in the carcinogenic activity of tobacco. Dr. CLARKE did not think that a gene

factor told the whole story.

DR. H. D. C. RAPSON, Letchworth, asked if there were other than genetic causes for the skew distribution of the serum levels, which brought the comment from Dr. CLARKE that it would be worth looking at the problem.

Later it was suggested that doubleblind trials were so popular that many drugs found their way into the dustbin: might a drug giving 30 per cent. response yield satisfactory results in 30 per cent. of people? DR. CLARKE replied

that it might.
DR. G. R. BOYES, London, who formally thanked Dr. Clarke for his paper, said it had occurred to him that, when thinking of abnormal reactors to drugs, one ought to keep more detailed records and possibly revise one's ideas on what constituted the normal. It would seem that the pattern of the patient reacting to drugs might have to change in concept. Geographical factors, dietary and maybe genetical differences, might influence individuals' response. "I wonder if the day will come when a physician can test a patient to see if drug A, B or C should be used?"

WORLD TRADE

France Exporting More Chemicals.— Total exports of France's chemical industry during the first six months of 1962 rose to NF.1,470 millions, against NF.1,389 millions for the corresponding period of 1961. Particularly favoured were the pharmaceutical industries, whose exports rose 30 per cent.



CELEBRATING A JUBILEE: Directors of The Crookes Laboratories, Ltd., Park Royal, London, N.W.10, with their wives drink a toast to the company's fiftieth anniversary in London recently. In the group are Dr. C. J. Virden; Mr. C. J. Clarke; Mrs. Clarke; Mrs. Robinson; Dr. F. A. Robinson (chairman); Mrs. Bowden; Mr. G. E. Watson; Mrs. Watson; Mrs. Jackson; Mr. Trevor Jackson; Mrs. Virden and Mr. J. R. Bowden (sales director).

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, SEPTEMBER 19: As trading in CRUDE DRUGS during the week was again on a very limited scale, prices of most commodities were scarcely tested and existing levels remained.

COLOCYNTH PULP which has been temporarily difficult to find on the spot was again on offer during the week. Podophyllum (Emodi) was also being quoted at origin after an absence of several months. Offers for new crop GENTIAN and for FRANGULA were still awaited. Meanwhile CASCARA quotations have been shaded by 5s. per cwt. in both positions. There was no change in the supply position of IPECACUANHA; a parcel of Colombian on the spot was quoted at 65s. per lb. against 63s. recently. The spot supplies of Eastern European Ergot appeared to have been taken up, and offers of new crop have not yet been received. Portuguese, however, was being offered for shipment at 9s. 6d. per lb., e.i.f. There were no shipment offers of Jamaican GINGER but the Cochin variety was slightly easier. A report from Tuticorin mentions that Tinnevelly SENNA pods are arriving in moderate lots at the warehouses and that the quality is good. If the quality is as described there should be little difficulty in disposing of the pods since there has been no carryover stocks in any of the principal consuming countries. Shipments of leaves and pods from Tuticorin during August were as follows:-

	U.K	U.S.	EUROPE
SENNA	tons	tons	tons
LEAVES	5	31	200
PODS	9	-	70

ESSENTIAL OILS were mainly unchanged. LEMONGRASS, however, was again easier with forward offers down ninepence and spot down threepence per lb. Formosan CITRONELLA for shipment also lost threepence per lb. thus reversing its recent firmer trend. Brazilian PEPPERMINT on the spot was offered at 9s. 6d. per lb. (against 9s. 9d.) whilst East Indian SANDALWOOD was down one shilling per lb. for shipment at 134s.

The Board of Trade is considering an application for an anti-dumping duty to be imposed on LITHIUM HYDROXIDE and LITHIUM CARBONATE imported from the United States and Western Germany.

Pharmaceutical Chemicals

ACETYLSALICYLIC ACID. — One-ton lots, 4s. 0\frac{1}{2}d. per lb.; 5-cwt., 4s. 5d.; 1-cwt., 4s. 8d.

p-AMINOSALICYLIC ACID. — SODIUM, 17s. 6d. per kilo for 1,000-kilo lots.

Aneurine hydrochloride. — 1-kilo £6 17s. 6d.; 10-kilos, £6 12s. per kilo.

Arecoline.—Alkaloid, 51s. per oz.

ASCORBIC ACID. — One-kilo, 45s.; 10 kilos, 41s. 6d. per kilo; 25-kilos, 39s. 6d. ATROPINE.—Rates for 16-oz. (500 gm.):

	per oz.	per kilo
	s. d.	s. d.
ALKALOID	39 0	1375 0
METHONITRATE	39 0	1375 0
METHYLBROMIDE	38 6	1357 0
SULPHATE	34 0	1198 6

Borax.—B.P. grade, 1 ton and upwards: Granular, £54 10s.; crystals, £58; powder, £59; extra fine powder, £60 per ton, all in hessian sacks. Less £1 for paper bags. Commercial from £44 10s. to £51 per ton, as to type and packing. Dehydrated borax is £60 per ton in hessian bags or £59 in paper bags; carriage paid in Great Britain. Surcharges for small quantities: Less than 1 ton but not less than 5 cwt., 1s. per cwt.; 3 cwt., 2s.; 1 cwt., 3s.

BORIC ACID.—B.P. grade in 1 ton and

BORIC ACID.—B.P. grade in 1 ton and upwards (per ton): Granular, £88; crystals, £97; powder, £94 10s.; extra-fine powder, £96 10s. per ton in lined hessian bags. carriage paid in Great Britain. Less £1 per ton if supplied in paper bags. Technical from £74 to £84 10s. per ton according to type and packing.

Brucine. — Per oz. alkaloid is 7s. and sulphate. 6s.

CAFFEINE. — ANHYDROUS and MONOHYDRATE, 32s. per kilo for under 50-kilo lots and 30s. 10d. for over 50 kilos. CITRATE, 24s. 1d. and 23s. 1d. for equivalent lots.

Calciferol. — B.P. from 2s. $10\frac{1}{2}$ d. to 3s. 3d. per gm. for 1-kilo lots.

CALCIUM CARBONATE.—B.P. light precipitated powder, 1-ton lots, £35 per ton in free bags, ex works.

Calcium chloride. — B.P.C. fused, $11\frac{1}{2}$ d. per lb. in 1-cwt. lots.

CALCIUM GLUCONATE. — Three-cwt. and upwards, 3s. 6d. per lb.; 1-2 cwt., 3s. 7d. CALCIUM PANTOTHENATE. — £5 10s. per

CALCIUM PHOSPHATE.—B.P.C. is 1s. 5d. per lb. for 1-cwt. lots and 1s. 4d. for 5-cwt.

CALCIUM SUCCINATE. — 10s. 6d. to 12s. per lb., as to quantity. SUCCINIC ACID is from 10s. 6d. to 12s. 3d. per lb.

CHINIOPHON.—B.P. 1948, 67s. per kilo; 50-kilo lots, 62s. 6d. per kilo. The sodium derivative (B.P. 1953), 99s. 4d. and 92s. 9d. for the same quantities.

CHLORAL HYDRATE. — One-cwt. lots 4s. 6d. per lb.

CITRATES.—Per kilo:—

		50 I	Cilos		250	Kilos	500	Kilos
SODIUM† POTASSIUM† IRON AND	::	s. 5 6	d. 7 1		s. 5 5	d. 3 9	s. 5 5	d. 0 6
AMMONIUM*	!	7	7	-	7	3	7	0

†Powder 6d, per kilo more, *Scales 1s, 10d, per kilo more,

CORTISONE. — One-kilo lots, ACETATE, 6s. 3d. per gm. hydrocortisone, ACETATE or Alcohol, 6s. 9d. per gm.

CREOSOTE.—B.P. quality, ex beechwood, from 6s, 9d, to 7s. 6d. per lb.

CRESOL.—B.P. quality, 7s. 9d. per gall. in 5-gall, lots.

Cyanocobalamin. — Less than 25-gm. lots, 110s. per gm.; 100-gm., 105s. per gm.

Folic Acid. — B.P. and U.S.P., 1-kilo lots about £23 per kilo.

GLYCEROPHOSPHATES.—Per lb. in 1 cwt. lots:—ACID, B.P.C., 20 per cent., 4s. 7d.; CALCIUM. soluble, B.P.C., 12s.; IRON, B.P.C., scale, 15s. 9d. and powder, 14s. 9d.; MAGNESIUM, soluble, B.P.C., 14s. 3d.; MANGANESE, B.P.C., 27s.; POTASSIUM, 50 per cent., B.P.C., 3s. 9d. and 75 per cent., 2s. 7d.; 75 per cent., 4s. 6d.; 100 per cent. 8s.

HYPOPHOSPHITES.—Per kilo:—

	1 kilo	12.5 kilos	50 kilos
	s. d.	s. d.	s. d.
CALCIUM, B.P.C	17 2	16 1	15 1
1RON, B.P.C	34 10	33 7	32 5
MAGNESIUM	29 3	28 2	27 2
MANGANESE B.P.C.	35 3	33 11	32 9
POTASSIUM, B.P.C.	23 1	22 5	21 4
SODIUM, B.P.C.	19 2	18 1	17 1

IODIDES. — (Per kilo). Potassium, 50-kilo lots, 19s. 3d.; sodium, 24s. 3d. for 25-kilo lots, AMMONIUM, 44s.

10DINE.—Resublimed in less than 50-kilo lots, 25s, 4d. per kilo, Minimum delivered rate for CRUDE is 17s, 4d. per kilo.

IODOFORM.—Powder (per kilo), 51s. 6d. in 50-kilo lots; less than 50-kilos, 53s. Crystals are 3s. per lb. more.

Magnesium hydroxide.—B.P.C., 1-cwt. lots, 3s. 7d. per lb.; 1-ton, 3s. 2d. per lb.

Magnesium oxide, B.P.—Light, 1-cwt. lots, 3s. 2d. per lb.; heavy, 5s. 10d. per lb.

Magnesium peroxide.—B.P.C. (15 per ccnt.), 3s. 11d. per lb. (1-cwt.).

Magnesium phosphates: Dihydrogen, 1-cwt. lots, 4s. per lb.; Tribasic, 4s. 5d. lb.

Magnesium sulphate. — B.P. in minimum 1-ton lots from £20 to £21 per ton according to crystal and manufacturer. Exsiccated, £56 per ton.

Magnesium trisilicate.—(Per lb.). In 28-lb. packages:—28-lb., 4s. 9½d.; 1-cwt. 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton, 3s. 1d.

MENAPHTHONE. — (One-kilo lots). B.P. 160s. per kilo; ACETOMENAPHTHONE, B.P., 160s.; WATER-SOLUBLE (menadione sodium bisulphite, U.S.P.), 125s.

MERCURY DERIVATIVES.—Per kilo, under 50-kilo lots—ammoniated mercury, B.P., lump or powder, 53s. 3d.; PERCHLORIDE, B.P.C., powder, 45s. 6d.; SUBCHLORIDE (calomel), B.P.C., 52s. 3d.; OXIDES, yellow, B.P., 55s.; red, B.P.C., 1949, 56s. 3d.

NICOTINAMIDE. — (Per kilo). One-kilo, 39s. 6d.; 10 kilos, 37s.; 50 kilos, 36s.

NICOTINIC ACID.—One-kilo, 28s. 9d.; 50-kilos, 25s. per kilo.

kilos, 25s. per kilo.

PARAFFINS.—Prices to wholesale distributors per gall.—Liquid: HEAVY, B.P., in drums, 8s. 8½d. to 8s. 9½d. as to quantity; over 500 gall. in bulk, 8s, 7½d. Light, B.P., drums, 7s, 1½d. to 7s. 2½d.; bulk, 7s. 0½d. Technical white: LIGHT, 6s. 6d. to 6s. 7d, and 6s. 3d, in bulk; MEDIUM, 7s. 7d. to 7s. 8d., bulk, 7s. 4½d. Drums charged and returnable. Soft: Best grades WHITE, medium consistency, £116 15s. per ton and soft consistency, £113 7s. 6d. YELLOW, £94 10s. Other grades (all B.P.) at £95, £100 10s., £106 per ton for white and at £74 17s. 6d. for yellow. All in non-returnable drums delivered.

PHENOLPHTHALEIN.—One-cwt. 9s. per lb. PYRIDOXINE. — One-kilo, £27 10s. per kilo; 10 kilos, £27 5s.

RIBOFLAVINE.—One kilo, £11 2s. 6d. SODIUM PANTOTHENATE.—Per kilo, 130s.

VITAMIN A. — Synthetic. Supplied in concentrate 1 million international units per gm. as acetate or palmitate the price is £26 per kilo for one-kilo lots,

VITAMIN D₂. — Powder for tableting 850,000 i.u. per gm., 141s. 9d. per kilo; in oil, 1 million i.u. per gm., 67s. 6d. per kilo for 100,000 m.i.u. Crystalline; see under calciferol.

VITAMIN E (synthetic or natural).—Tocopheryl Acetate, B.P., 25 gm. to 100 gm., 9d. per gm., 100 gm. to 1 kilo, 7d. per gm., 1 kilo and under 10 kilos, £23 per kilo; 10 kilos, £22 15s. per kilo.

Crude Drugs

AGAR.—Kobé No. 1, 12s. 3d. per lb. in bond; shipment, 12s. 3d., c.i.f.

ANISE. — Chinese STAR 180s. per cwt., spot, duty paid; shipment, 160s., c.i.f.

BALSAMS. — Per lb.: CANADA: Spot, 19s. 6d. to 25s. COPAIBA: B.P.C. grade, 11s. on spot. PERU: Spot, 8s. 6d. duty paid. Tolu: B.P., from 10s. 6d.

BELLADONNA. — LEAVES, 0.6 per cent. 2s. 3d. per lb., duty paid. Root, testing over 0.5 per cent. 1s. 10d. per lb.

BENZOIN. — Sumatra block, spot £20 to £28 as to quality.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CARDAMOMS.—Aleppy greens, 8s. 6d. per lb., spot; shipment, 7s. 3d., c.i.f.

CASCARA. — Spot, 225s. per cwt.; new crop for shipment, 200s., c.i.f.

Cassia. — Fistula, 105s. per cwt.; lignea (whole), for prompt shipment, 250s., c.i.f. Spot, 375s., duty paid; broken, 350s.

CHAMOMILE. — Roman-type, 6s. 6d. to 6s. 9d. per lb. New crop late.

CHILLIES. — Nigerian, 180s. per cwt. Mombasa, 260s.; Zanzibar, 170s.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 6s. $0\frac{1}{4}d$.; single O, 5s. $6\frac{1}{4}d$.; seconds, 5s. $2\frac{1}{4}d$.; quillings, 4s. $10\frac{3}{4}d$.; featherings, not quoted.

CLOVES. — Zanzibar spot, 3s. per lb. for standard grade; shipment, 2s. $8\frac{1}{4}$ d.,

COCHINEAL.—Canary Isles black-brilliant 9s. per lb. Silver-grey, nominal, Peruvian, silver-grey, 7s. to 7s. 6d. nominal.

COLOCYNTH PULP. — Spot, 1s. 11d. per lb., no c.i.f. offers.

ELEMI.—Spot, 1s. 7d. per 1b. Shipment, 1s. 3d., c.i.f.

Ergor. — Spot, East European, 7s. 3d. per lb., nominal; Portuguese, 9s. 6d., c.i.f.

Frangula. — Spot, 87s. 6d. per cwt., nominal. New-crop prices awaited.

GINGER. — (Per cwt.). African spot 435s.; shipment, 420s. per cwt., c.i.f. Jamaican No. 3, spot, 630s., nominal; shipment, not offered. Cochin, spot, 200s.; shipment, 195s., c.i.f.

HONEY. — (Per cwt.). Australian light amber, 100s. to 105s. and medium amber supplies short at 97s. 6d. to 102s. 6d. Argentine, 122s. 6d. to 127s. 6d.; Jamaican, 115s. to 120s.; Canadian clover, 150s. to 155s. Mexican, 110s. to 115s. ex warehouse HONEY. — (Per cwt.).

IPECACUANHA. — Spot: Colombian, 65s. per lb., ex wharf. Shipment (c.i,f.): Colombian, 59s. 6d. per lb.; Costa Rican, 80s., nominal. Nicaraguan and Brazilian not quoted.

JUNIPER BERRIES. — Hungarian, 95s. per cwt., spot.

KARAYA. No. 1 gum, spot nominal; No. 2, 275s, per cwt.

KOLA NUTS. — African 5½d. spot and $4\frac{1}{4}$ d., c.i.f. (per lb.).

Lanolin. — Anhydrous B.P. is from 140s. to 155s, per cwt. in 1-ton lots delivered, free drums.

Lemon Peel.—Spot, 2s. 3d. per lb. Linseed. — Whole, 75s. per cwt.;

crushed, 105s.

Mace. — Whole pale blade, 21s. per lb. spot.

Malefern.—Root for shipment quoted at 75s. per cwt., c.i.f.

NUTMEGS. — West Indian 80's, 7s. 9d. per lb., spot; sound unassorted, 5s.; defectives, 4s. 8d.

Orris ROOT.—Florentine, 335s. per cwt.

Papain.—No. 1, 30s. per lb., spot.

PEPPER.—White Sarawak spot, 3s. 1½d. to 3s. 3d. per lb. as to quality; shipment,

2s. 11d., c.i.f. Black Sarawak spot, 2s. 6d.; shipment, 2s. 2\frac{1}{4}d., c.i.f. Black Malabar, 300s, per cwt. spot; shipment, dearer at 290s., c.i.f.

PIMENTO.—Spot, 616s. per cwt. nominal; shipment, 500s., f.o.b.

PODOPHYLLUM, — *Emodi* for shipment, 225s. per cwt., c.i.f.; *Peltatum*, 365s. per cwt., spot,

RHUBARB. — Chinese small rounds from 4s. 6d. to 9s. per lb. on the spot.

SAFFRON. — Mancha superior, 160s. to 165s. per lb. spot.

SARSAPARILLA. -Jamaican native red spot, 2s. 6d. per lb.; prompt shipment, 2s. 1d., c.i.f.

2s. 1d., c.i.f.

SEEDS. — (Per cwt.). ANISE, Syrian, 277s. 6d. in bond. Caraway.—Dutch, 155s., duty paid. Celery.—Indian, 265s.; Scptember-October shipment, 252s. 6d., c.i.f. CORIANDER.—Moroccan, 55s., duty paid; Indian, 55s.; shipment, Moroccan, 40s., c.i.f. Cumin.—Cyprian, 165s.; Iranian, 160s., duty paid; shipment, Iranian, 132s. 6d., c.i.f. Dill.—Indian, 87s. 6d.; shipment, 64s., c.i.f. Fennel.—Indian, 115s.; shipment, 112s., c.i.f. Fenugreek.—Moroccan, 65s., duty paid; shipment, 46s., c.i.f. Mustard.—English, 62s. 6d. to 85s., according to quality.

Senega.—New crop 16s. per lb., c.i.f.;

SENEGA.—New crop 16s. per lb., c.i.f.; spot, 16s.

SHELLAC. — F.O.T.N., 190s. per cwt.; No. 1, 205s.; F.O., 220s. to 270s., spot.

SQUILL.—White nominally 80s. per cwt. on the spot; new crop quoted at 75s., c.i.f.

STYRAX.—Spot, 22s. 6d. per lb.

Tragacanth. — No. 1 ribbon, £132 10s. to £135 per cwt. No. 2, £125 to £127 10s.

TURMERIC.—Madras finger now quoted at 162s. 6d. per cwt. spot; shipment, 160s.,

Valerian root. — Spot: East European, 175s. per cwt.; Indian, 180s. Shipment: Continental, 172s. 6d., c.i.f.

Vanillin.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

Essential and Expressed Oils

Arachis. — Spot, 2-5 ton lots naked ex mill, £128 per ton.

BAY.—West Indian about 25s. per lb. on the spot.

BERGAMOT.—Spot, from 75s. per 1b. BIRCH TAR.—Rectified, 8s. per 1b.

Bois de Rose.—Brazilian, 25s. per lb. on the spot, c.i.f., 24s. 6d.

CAJUPUT.—Spot from 10s. per lb.

CALAMUS.—Spot 56s. 6d. per lb.

CAMPHOR, WHITE. — Chinese, 2s. 3d., duty paid, per lb.; shipment, 1s. 9d. CANANGA.—Spot, 27s. per lb.

Caraway.—Imported oil, 35s. per lb.

CARDAMOM.—English-distilled unquoted; imported, 260s. per lb.

CELERY SEED.—From 96s. per lb.

CHAMOMILE.—Smalls 640s. per lb.

CHENOPODIUM.—About 35s. per lb. in original containers.

CINNAMON. — From quillings, best English-distilled, 520s. to 800s. per lb. as to quantity; other B.P. oils from 85s, per lb. Ceylon leaf, 12s.; Seychelles, 7s., spot.

CITRONELLA. — Ceylon, spot, 7s. 9d.; shipment, 7s, 7½d. per lb., c.i.f. Formosan, 10s. 3d. in bond, nominal; shipment, 9s. 3d., c.i.f.; Chinese, 9s. 1d., c.i.f.; spot 9s. 9d, in bond.

CLOVE.—Madagascar leaf spot, 8s. 3d. per lb., duty paid; shipment, 7s., c.i.f. RECTIFIED 87-88 per cent., 12s. Distilled bud-oil, English, B.P., 27s. for 1-cwt. Distilled

COD-LIVER. — B.P. is 11s. 6d. per gall. including charged returnable drums. Veter-

inary is from 9s. 6d. per gall. Delivered terms, 25-stone lots.

CORIANDER.—B.P. oil, 46s. per lb., spot. CUBEB.—Spot supplies of imported are 85s. per 1b.

DILL.—Imported, 38s. per lb., spot.

EUCALYPTUS.—B.P., 4s. 9d. and 5s. 3d. per lb. on spot for 70-75 and 80-85 respectively.

FENNEL. — Spanish sweet, spot, 10s. pcr

GINGER.—Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid. English 135s.

Grapefruit.—Florida, 15s. 6d. per lb. JUNIPER. — B.P.C. 1949 oil is from 15s. per lb. Juniper wood, from 5s.

LAVENDER SPIKE.—Spanish, 12s. 6d. per lb. for original drums.

LEMON. — Californian cold-pressed from 17s. per lb. spot. Sicilian, machine-pressed, 24s. Terpeneless, 320s.

LEMONGRASS.—Spot, September, 10s. 3d., c.i.f. 12s. 6d. per lb.;

LIME.—West Indian distilled, 47s. 6d. to 48s. per lb. on the spot.

NUTMEG.—Imported B.P. oil is from 36s. to 76s. per lb. as to source. English distilled, 132s. 6d.

OLIVE.—Spot about 22s. 6d. per gall. in rums ex wharf; shipment, £225 per drums ex wharf; shipment, a 1,000 kilos, f.o.b., Spanish port.

Orange.—Floridan sweet oil, 3s. per lb.; West Indian, 3s. 6d.; West African, 14s. 6d.; Israeli, 5s.; Terpeneless, 225s.

PALMAROSA. — Spot cleared. Shipment, 52s. 6d. per lb., c.i.f.

PATCHOULI. — Penang is 23s. 6d., duty paid and 19s. 6d., c.i.f., per lb.

PENNYROYAL. — Spot is 20s. pcr lb., duty paid; new crop prices awaited.

PEPPERMINT. — Arvensis: Chinese spot, 21s. 6d.; shipment, 18s. 6d., c.i.f. Brazilian spot, 9s. 6d.; September shipment, 8s. 9d., c.i.f. Piperita: Italian, 48s. per lb. spot, American from 26s. to 28s. per lb. as to make.

PETITGRAIN.—Paraguay, 18s. 6d. per lb., spot; shipment, 17s. 9d., c.i.f.

PIMENTO. — English-distilled berry from 135s. per lb.; imported, 32s. 6d. Rectified leaf, 19s. 6d. per lb.

32s. per lb.; PINE. -- Pumilionis sylvestris, 9s., abietis, 15s.

ROSEMARY.—Spanish is 9s. per lb. spot. Rue.—Spanish is 23s. 6d. per lb. spot.

SAGE.—Spanish 9s. per lb., Dalmatian,

Sandalwood. — Spot Mysore, 145s. per lb.; forward, East Indian, 134s., c.i.f.

Sassafras. — Brazilian is from 2s. 3d. per lb., duty paid.

SPEARMINT.—American oil on the spot 26s. per lb.

TANGERINE.—From 34s, per lb.

VETIVERT.—Bourbon spot, 95s. to 105s. per lb.; shipment, 95s., c.i.f.

WINTERGREEN.—Natural, 35s. per lb.

YLANG-YLANG. — Best oil quoted about

UNITED STATES REPORT

NEW YORK, SEPTEMBER 18: The dutypaid price of Brazilian MENTHOL was firm at \$4.45/\$4.55 per lb. TERPIN HYDRATE prices at from 58 to 70 cents per lb. were being shaded. Pyridoxine, Nicotinic acid and Nicotinamide were also weak. Senna Pods were 2 cents dearer at 20/22 cents per lb. In Essen-TIAL OILS, Californian LEMON was substantially firmer while Indian LEMON-GRASS continued its weaker trend.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," August 30

For all goods (5)

MANDURIN, B828.395, by Harker Stagg, Ltd., London, E.1. ORANECIN, 831,021, by Willows Francis, Ltd., Epsom. Surrcy. DISTORP, 831,699, by Alan Patrick Raymond Twyman. Shecrness, Kent. IONDALE, 833,417, by Dales Pharmaceuticals, Ltd., London, W.4. MIL-FARON, 834,372, by Baywood Chemicals, Ltd., London, W.C.1. VERGULOX, 834,375, by Burt, Boulton & Haywood, Ltd., London, W.C.2, INTRON, 835,025, by Glaxo Laboratories, Ltd., Granford, Middleson, Ltd., Comported, Middleson, Ltd., Granford, Middleson, Ltd., Granford, Middleson, Laboratories, Ltd., Granford, Ltd., Granford, Ltd., Granford, Ltd., London, Ltd., L tories, Ltd., Greenford, Middlescx.

For antiseptics, caustic substances (pharmaceuticals), deodorants, disinfectants and sterilising preparations (5)

DOMDET, 828,924, by Domestos, Ltd., Newcastle-on-Tyne, 6.

For all goods for use in the treatment of cardiac conditions (5)

CARDIVIX, 829,586, by Genatosan, Ltd., Loughborough, Leics.

For preparations of vitamins for use as nutritional additives to food for dogs, birds and cats (5)
PROTAVIT, 829,763, by Petfoods, Ltd., Melton Mowbray, Leics.

For vitamin preparations for nutritional purposes; and preparations containing bone meal for the treatment of calcium deficiency; all for human and veterinary use (5)
ORGANOVITE, 831,824, by Organovite Nu-

tritional Supplements, Winchester, Hants.

For dietetic and pharmaceutical foods; infants' and invalids' foods; and medicated beverages and preparations for making such beverages (5)

IMMITS, 831,981, by Leas Cliff Products, Ltd., Sandwich, Kent.

For preparations for the purification of air, deodorants, disinfectants and sanitary fluids, all for use by spraying (5)

ROTOSPRAY, 833,112, by W. & F. Walker, Ltd., Kirkby Trading Estate, nr. Liverpool. For pharmaceutical preparations (5)

PERHEPLEX, 833,276, by Gedeon Richter (Great Britain), Ltd., London, N.W.5.

For pharmaceutical preparations and substances for human and veterinary use (5)

CYTOTHETON, 834,412, by Organon Laboratories, Ltd., London, W.C.2.

For preparations for killing weeds and destroying vermin; insecticides; fungicides (5)

MAFU, 834,441, by Farbenfabriken Bayer, A.G., Leverkusen 22c, Germany.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," September 12.

Compositions for application to the skin in the treatment of psoriasis. National Research Development Corporation, 909,305,

Carboxylic acid amides and process of preparing them. Farbwerke Hoechst, A.G. 909,209.

Sugar derivatives, and process for their manufacture and pharmaceutical preparations containing them. CIBA, Ltd. 909.278.

[Poly]en Poly|-ynic carboxylic acids and a process for the manufacture and conversion thereof. Roche Products, Ltd. 909,354.

Chlorhydroxyquinoline and the production thereof. E. R. Squibb & Sons, Ltd. 909,359,

Substituted benzeue-m-disulphonamides and process of preparing them. Farbwerke Hoechst, A.G. 909,661.

5-Substituted-2,4-disulphanyl (halo) acylanilides. Chas, Pfizer & Co., Inc. 909,688. 3,6 - disubstituted - 7 - sulphanyl - 2,4 - benzo-

thiadiazine-1,1-dioxides. Chas. Pfizer & Co., Inc. 909,689.

Orally ingestible solid penicillin compositions. Frank W. Horner, Ltd. 909,365.

British patent specifications relating to the above will be obtainable (price 4s, 6d, each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from October 31.

PRINT AND PUBLICITY

DISPLAY MATERIAL

Easipower Appliances, Ltd., 30 High Street, Southampton: Dreamland electric blankets. Showcards, 30 x 20 in. and 12 x 9 in., for window and counter.

Organon Laboratories, Ltd., Brettenham House, Lancaster Place, London, W.C.2: Endocil. Twelve-tube display pack and jar display unit with leaflet dispenser.

TELEVISION

REMINGTON ELECTRIC SHAVER, LTD., 26 Kensington High Street, London, W.8: "Biggest, most concentrated advertising campaign ever mounted in the British market by any shaver manufacturer "commenced on September 15. A 30-sec, "commercial" for the Roll-A-Matic shaver is expected to reach every I.T.V. home in the country before Christmas, The theme is speed of shaving. Principal character in 25 seconds completely removes the beard

p u "

from one side of his face. A subsequent commercial shows the remainder of his beard being removed. The company's new low-priced shaver, the Rollershave, is being introduced to cinema audiences all over the country in a 30-sec, colour film. Advertising for the Lektronic will consist of a full page, in colour, in every issue of *Reader's Digest* from now until Christmas, Display material to back up the campaign on retailers' counters is a frame-work for displaying the Lektronic, Roll-A-Matic and Rollershave, There is no background to detract from the impact of the products, and prices are displayed on a small blue panel on one part of the display. To complement the campaign, Remington are introducing an incentive bonus scheme for retailers and their assistants, which will enable them to earn a Remington shaver or accessories completely free.

WILLS

MISS NITA S. ARROBUS, M.P.S., 166 Adelaide Road, London, N.W.3, left £49,847 (£49,721 net).

Mr. S. Bastick, M.P.S., The Birches, Clive, Shrewsbury, Salop, 1cft £17,361 (£17,247 net).

MR. G. BOOKER, M.P.S., 147 Thorne Road, Doncaster, Yorks, left £22,619 (£22,476 net).

MR. E. S. DAVIES, M.P.S., The Hillies, Harts Leap Road, Sandhurst, Berks, left £11,271 (£11.208 net).

DR. H. T. DUKE, M.B., B.S., M.P.S., 16 Robert Adam Street, London, W.1, left £3,274 (£3.166 net).

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, September 24

FOOD GROUP, SOCIETY OF CHEMICAL INDUSTRY, Church House, Westminster, London, S.W.1, at 9.30 a.m. International symposium on at 9,30 a.m. International symposium on "Food Regulations in Relation to International Trade.'

Tuesday, September 25

Dartford Branch, Pharmaceutical Society, Wellcome club, High Street, Dartford, at 8 p.m. Branch Representatives' reports, Address by Mr. N. Hearn and film "My True Account."

DUDLEY AND STOURBRIDGE BRANCH, PHARMACEU-TICAL SOCIETY, Stourbridge Institute and Social club, at 8 p.m. Discussion of the report of the Committee on the General Practice of Pharmacy,
EADING BRANCH,

READING BRANCH, PHARMACEUTICAL SOCIETY, County Liberal club, Blagrave Street, Reading, at 8 p.m. Business meeting.

Wednesday, September 26

FINE CHEMICALS GROUP, SOCIETY OF CHEMICAL INDUSTRY, University, Manchester, at 10 a.m. Symposium on "Chemistry and Mental Diseasc.3

SOUTH-EAST KENT BRANCHES, NATIONAL PHARMA-8 p.m. Joint meeting to discuss proposed amalgamation of branches, Mr. A. Howells (area representative) on "Marketing Policy."

YORKSHIRE BRANCH, GUILD OF PUBLIC PHARMA-CISTS, Hospital for Women, Leeds, at 6.30 p.m. Dr. R. Nelson on "British Poisonous Plants."

Thursday, September 27

PURCHASINO OFFICERS' ASSOCIATION, Derbys, National conference (until September

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEU-SOUTH-EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Coach leaves Albion Way,
Lewisham, at 1.30 p.m., and Hanover Park,
Peckham, at 1.45 p.m., Visit to CIBA Laboratories, Ltd., Horsham, Sussex.

LANCASTER, MORECAMBE AND WESTMORLAND
BRANCH, PHARMACEUTICAL SOCIETY, Elms hotel,
Person 1, 745 p. december Person March 1, 1985 p. 1, 1985

Bare, at 7.45 p.m. Branch Representatives' reports on British Pharmaceutical Conference and the Branch Representatives meeting.

COMMERCIAL TELEVISION

Figures in these columns represent number of appearances of the product during the week.

September 30 to October 6		London	Midland	North	Scotland	Walcs	South	Z.E.	Anglia	Ulster	Westwar	Border	Grampia	Eireann	Chan, Is
4711 eau de Cologne Anadin		3	3				3	<u> </u>	_	_	_	_		_	_
Andrex		-	_	_	_	_	_	7	_	_	—	_	-	-	—
Askit Beecham powders			4	-5	14 5	4	-5	4	-8	6	6	4	7	_	_
Chandau hair spray and lacquer		_	1	1	_	_	_	_	_	_	_	_	_	_	_
Cuticura		_	_	_	2	_	_	2	_	2	_	—	_	_	-
Daxaids		1	1	1	_	2	1	1	1	_		_	_	_	_
Dispel disinfectant			_	_	3	_	_	_	_	_	_	_	_		
Factor for Men		1	3	3	4	3	4	4	3	3	2	4	4,	_	—
Goddard's cream and embrocation lzal soft toilet rolls		1 3	1 3	4	4	4				4		_	_	_	
Kolynos fluoride tooth-paste		_	1	1	-	_	-	_	_	-	-4	_	_	_	
Milk of Magnesia tablets		3	3	3	2	3	3	3	3	3	3	3	3	_	3
Moorland tablets		_	_	_	4	3	_	_	3	2	_	_	_	_	_
Phyllosan	• •	3 2	3 2	1 2		3 2	3 2	2 2	3 2			_	_	_	_
Setlers	• •	2	2	3	4	3	4	3	4	_	3	2	_	_	
Spoolie hair curlers			_	2		_	_	_				2	_	_	_
Sunbeam electric shaver		1	1	1	1	1	1	1	1	1	1	_	_	_	_
VO-5 conditioner	• •	1 2	1	1 2	1	_	_	_	_		_	_	_		_
hair spray		2	2	3	1	_	_	_	_	_	_	_	_	_	_
Wright's coal tar soap		3	_	_	_	_	_		_	_	_	_	_	_	_
Yeast-Vite	٠.	3	3	3	3	3	3	3	3	3	3	3	3	-	—



PLANNED TO SERVE AN ESTIMATED 75,000 CUSTOMERS

- 176,000 sq. ft. of shopping space Shops, department store, banking facilities
- Parking for 350 cars
 Traffic-free, under-cover shopping
 Adjoins railway and bus stations
 Includes one of Britain's largest supermarkets

FOR BROCHURE APPLY TO JOINT LETTING AGENTS:

Hillier, Parker, May & Rowden, 77 Grosvenor Street, London, W.1. MAYfair 7666

Harvey & Wheeler, Eaton Chambers, 17 Lower Belgrave Street, Buckingham Palace Road, London, S.W.1. SLOane 6211/2

A DEVELOPMENT BY TRILAND (COALVILLE) LIMITED

new look in PACKAGING



(more of your customers will buy it)

After an extensive research into buying habits, Pure Silvikrin's package has been revolutionised. The old red packet is out. Its modern successor is crisp white, green and gold. Easier for your customers to identify in the advertising, notice on your shelf, buy at your counter. Stock up now.

new look in ADVERTISING

Unless you act now

THINNING HAIR

just keeps on thinning



Start now with Pure Silvikrin's one minute hair drill

Too often thinning hair can be caused by lack of hair nourishment. If this is your problem—you can check thinning hair provided you do one thing: spend as long on your hair as you do on your teeth. That's how simple Pure Silvikrin's one-Minute Hair Drill is.

THE DRILL Sprinkle Pure Silvíkrin on your scalp. Massage it well in, with the finger-tips, moving the scalp forwards, backwards, up and down.

HOW IT WORKS. Hair is like any other part of the body. It must have nourishment. Nature supplies this in the form of I8 amino acids and other energy giving substances. If the supply is inadequate your hair may start thinning. But Pure Silvikrin provides a biochemical formula which contains the I8 vital amino acids plus sodium lactate as an energy giving substance along with niacin to supplement and prolong the effects of the massage. In addition the aqueous alcohol solution enables these nourishing elements to penetrate the scalp oils and reach the hair-growing areas below.

Thus, if used in time, Pure Silvikrin can check

falling hair by revitalising the roots. It can also encourage hair growth.

WHEN TO USE SILVIKRIN. Immediately you notice excess hair on your comb, dandruff, flaking or itchy scalp, splitting ends, excessively dry or greasy hair. These may be the signs that warn you to take action with Pure Silvikrin.

MORE INFORMATION. For nearly three decades Pure Silvikrin has gained public confidence through its ability to check hair problems. The findings and recommendations of Silvikrin Laboratories are an important contribution to combating hair troubles. These findings are contained in a leaflet which accompanies every bottle of Pure Silvikrin.

Look for the new green and white Pure Silvikrin pack at your chemist. Price 12/-. If you have thinning hair, the time to try Pure Silvikrin's One-Minute Hair Drill is right now!

Pure Silvikrin-your first line of defence against hair problems

(more of your customers will see it)

Pure Silvikrin's advertising has taken on a new look that distinguishes it from all other publicity in this field. This re-designed advertising programme ensures Pure Silvikrin's new campaign will be more widely read, more highly noticed, more clearly remembered by more of your customers.

COUNTY LABORATORIES LIMITED BEECHAM HOUSE WEST GREAT WEST RD BRENTFORD MIDDX TEL: ISLeworth 4171

"ZONO" THERM-O-WOOL (REGD.)

2/4d. and 3/10d. PACKETS

FOR SAMPLES WITH TRADE AND WHOLESALE PRICES WRITE TO CARTER BROS. OF SHIPLEY (YORKS).

FERRANIACOLOR-

REVERSAL FILM PROCESSING

WE ARE NOW EQUIPPED TO HANDLE LARGE QUANTITIES IN THE SHORTEST POSSIBLE TIME.

USUAL DISCOUNTS.

COMPLETELY AUTOMATED
AND CONTROLLED THROUGHOUT

SCOTCOLOR LABORATORIES

(COLOUR DIVISION H. Y. SCOTT LTD.)

145 WELLINGTON STREET, GRAVESEND, KENT.
Gravesend 2998.

ANNOUNCEMENT

Laboratoires Landais, France,

the producers of "LAIDABEILLE"

ROYAL JELLY preparations, wish to inform the Trade that they have now appointed

M. FULDER & CO. LTD., 5 Whittington Avenue, Leadenhall Street, London, E.C.3. (Telephone: MINcing

E.C.3. (Telephone: MINcing Lane 9511/2),

as their sole U.K. Importers. Enquiries solicited to and particulars of area distributors available from:

M. Fulder & Co. Ltd.

ANNOUNCEMENT

Cockburn & Co. Ltd., Glasgow, announce that, whilst retaining their Retail, Manufacturing and Shipping interests, they have sold their existing Wholesale business to Edinburgh Pharmaceutical Industries Ltd., as from October 1, 1962.

The subsidiary companies of Edinburgh Pharmaceutical Industries Ltd., in Glasgow, namely:

T. & H. Smith Ltd., 32 Virginia St., C.I

W. & R. Hatrick Ltd., 158 Renfield St., C.2

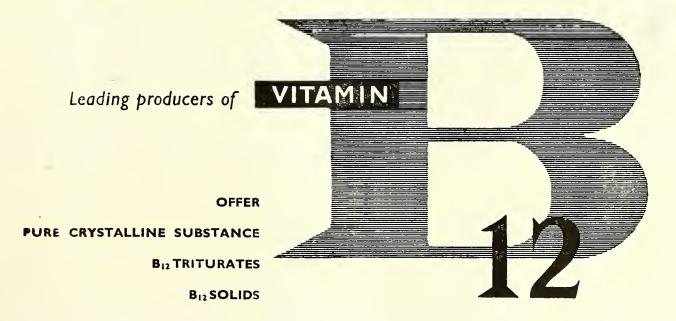
provide a prompt, efficient and comprehensive service to retail pharmacists in the West of Scotland.



INDEX TO ADVERTISERS

Allen & Hanburys, LtdCover iii	Ferozsons Laboratories, LtdInterleaved Edit., 25
Ayrton, Saunders & Co., Ltd	Fleetway Manufacturing Co., Ltd 12
	Fulder, M., & Co., Ltd
Barker, Robert, & Son, Ltd 44	
Beautisales, Ltd. 38	Genatosan, Ltd10, 11
Bell, John, Hills & LucasPrice List Sup., Page 3	Glaxo Laboratories, Ltd 5
Belmont Manufacturing Co	Golden, Ltd. (Color-Match)
Boots Pure Drug Co., LtdInterleaved Edit., 344	Golden, Ltd. (Tress)
Boutalls Chemists, Ltd	Guest, Thomas, & Co., Ltd
Bovril, Ltd. (Virol)	
British Drug Houses, LtdInterleaved Edit., 343	Hamilton Tait, Ltd 8
British Dyewood Co., Ltd 8	Hampshire, F. W., & Co., Ltd Interleaved Edit., 26, 27
Brown, Neville & Co., Ltd	
Burroughs Wellcome & CoPrice List Sup., Page 1	Illingworth, E., & Co., Ltd
	Ilon Laboratories
Carnegies of Welwyn, Ltd	Imperial Chemical Industries, Ltd. (Pharmaceutical
Carter Brothers 4	Division Cover i
Cockburn & Co., Ltd	
Colman, J. J., Ltd	Jackson, Ernest, Ltd34
County Laboratories, Ltd	77 1' D. 1 . 7.1
Cox, Arthur H., & Co., Ltd	Kalium Products, Ltd
Eugene. Ltd	(continued overleaf)

GLAXO LABORATORIES



FOR ALL PHARMACEUTICAL PURPOSES

Pure-stable-high biological activity

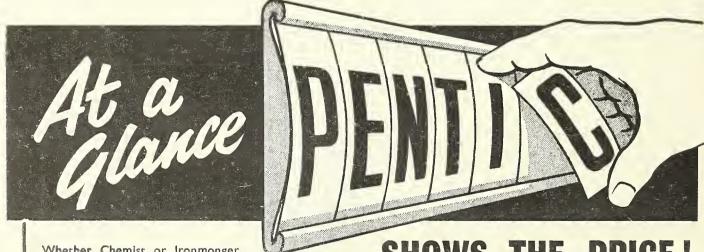


BULK SALES DEPARTMENT, GLAXO LABORATORIES LTD., GREENFORD, MIDDLESEX. BYRon 3434 Subsidiary Companies or Agents in most countries

INDEX (cont.)

Langford, F. M., Ltd.	36
Lastonet Products, Ltd.	30
Lechner, Ivo M., Italian Laboratories, Ltd	22
Lingford, J., & Sons, Ltd.	38
Lloyds Pharmaceuticals, Ltd.	29
Mason, William, & Son, Ltd.	14
Matthews & Wilson, Ltd,	44
Medical Insurance Services, Ltd	24
Medopharma, Ltd.	4
Meggeson & Co., LtdPrice List Sup., Page	2
Miller of Golden Square, Ltd	34
Mysore, Trade Agent for the Government of	40
New Croydon Rubber Co., Ltd	42
Nicholas Products. Ltd	33
Pendred, Norman, & Co., Ltd.	6
Philips Electrical, Ltd.	18

Pifco, Ltd.	20
Reckitt & Sons, Ltd.	39
Regna Cash Register Co.	7
Riddell Products, Ltd.	45
Robinson & Sons, Ltd.	41
Rochdale Metal Products, Ltd.	45
Scott, H. Y., Ltd	4
Smith & Hill (Chemists), Ltd.	44
Suttley & Silverlock	34
Tobal Laboratories, Ltd	17
Triland (Coalville), Ltd.	ì
Vitamins, Ltd.	40
Washington Chemicals Co., Ltd.	37
Waterhouse, J., & Co., LtdPrice List Sup., Page	e 5
West Pharmaceutical Co., Ltd Price List Sup., Page	e 4
Woltz of Italy (Continental Cosmetiques, Ltd.) Cove	r ii
Woolf, Lewis, Griptight, LtdInterleaved Edit.,	28
Wrigley Co., Ltd., The	21
Zeal C H Itd	42



Whether Chemist or Ironmonger,
Store or Supermarket, the future
of effective pricing lies in shelf edge marking, namely
PENTIC the most modern pricing system of today.

Inexpensive, easy to see, and with prices that are interchangeable in a moment. Ticket holders for pegboard, glass shelves, or free standing; also tickets, alphabets, slogans and price attracters are always available from stock, as is the whole PENTIC range.

NORMAN PENDRED & CO. LTD.

IIa, GLADIATOR STREET, LONDON, S.E.23

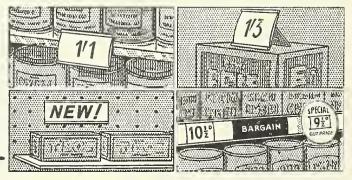
Telephone: FORest Hill 1702

Also at I Lister Place, Glasgow S.W.2.

Telephone : Halfway 1433

SHOWS THE PRICE!

Why not send for our fully illustrated catalogue containing the complete range.



The 'ECONOMISER' -a Sensational LOW COST-

ELECTRIC ITEMISING CASH REGISTER FROM

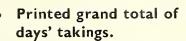


STILL at the amazingly LOW COST of

H.P. TERMS AVAILABLE

- Automatically added receipt.
- Speed with simplicity.
- 10 years' guarantee.
- Total locking device.
- Ensures customer's satisfaction.
- Fully guaranteed service available throughout the U.K. by factorytrained, skilled service engineers.
- Easily and quickly converted to decimalisation.

- First class after sales
- Ease of recording credit sales.





ensures accurate reading of items, easy checking and less eye fatigue.



TO THE REGNA CASH REGISTER CO.
Hillgate House, 26 Old Bailey, London E.C.4. Tel: CITy 69
Please arrange for me to see a demonstration of the new sensar

'ECONOMISER' and/or post further details of this and other models. ADDRESS



RADIO 2T/V







*

*

*

*

A DISTINCTIVE PACK - THE SILENT SALESMAN

During the season of coughs and colds a distinctive pack of a cough line will act as a silent salesman and may well make a sale by its very presentation.

AYRTON SAUNDERS & CO., LTD. LIVERPOOL, PRESTATYN & DUBLIN

TANNIC GALLIC PYROGALLIC

All qualities

THE BRITISH DYEWOOD CO. LTD.

GLASGOW

EKTACHROME & FERRANIACOLOR

PROCESSING DAY-RETURN SERVICE PROCESSING AND MOUNTING ONE POST LATER

TRANSCOLOR PRINTS AND 35mm. DUPLICATES

FROM TRANSPARENCIES UP TO 2½" × 3½"

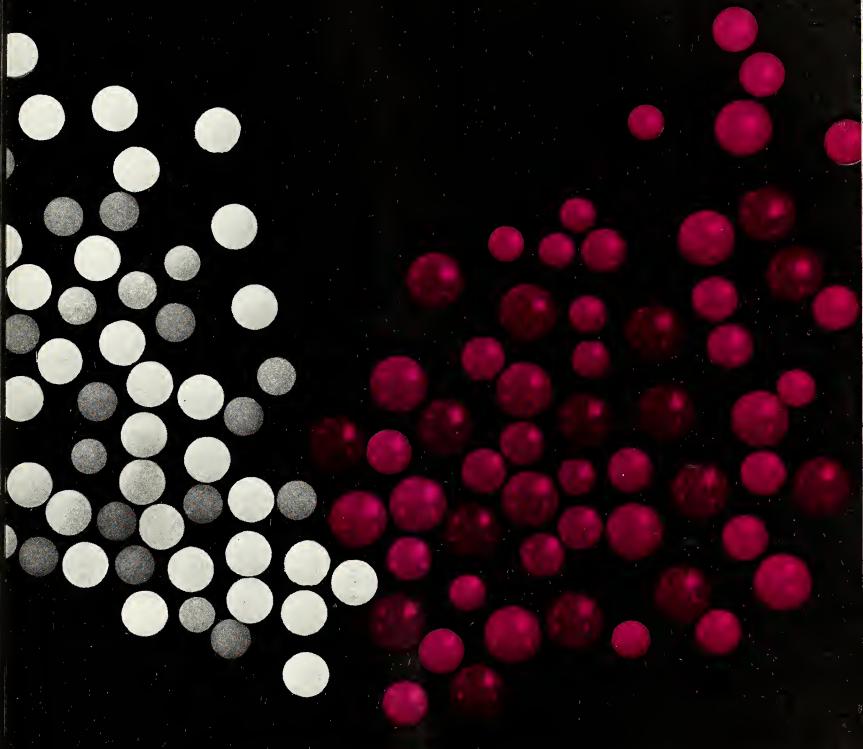
FAST RETURN SERVICE
FOR DEVELOPING AND
ENPRINTING OF
KODACOLOR
GEVACOLOR
AGFACOLOR
ILFOCOLOR
ADOXCOLOR
FERRANIA N 27
2½" × 3½" MINIPRINTS
AVAILABLE FROM ALL TYPES
OF 35mm NEGATIVE FILMS.
24×36mm and 18×24mm



HAMILTON TAIT LTD

COLOUR PROCESSING LABORATORY

PENICUIK : : MIDLOTHIAN
Tel.: PENICUIK 474 (2 lines)



uncoated and coated PRODUCTS OF PRECISION

ARTHUR H. COX & CO. LTD BRIGHTON ENGLAND

THE FOREMOST TABLET HOUSE



self, your fib or your family? To more additional self-work fib or your family? To more additional self-work fiber fiber



Sanatogen ENNOURISHES YOU WITH

run Down?

Tou know you're not in but sometinow you don't have too track. Have you thought of Sanatogen's paradogen give you something you need now pure, life giving protein powdered protein, specially formulated for your body! about immediately feer after a level do days you'll set about immediately feer after a level do you not level about immediately feer after a level do you not sets! with Sanatogen. Slowly, but surely as your healt improves you will feel a different person. Try Isani Sanatogen for a month or more. Take it regulately line.



Sanatogen ENNOURISHES YOU WITH LIFE GIVING PROTEIN

easily Tired?



Sanatogen ENNOURISHES YOU WITH LIFE GIVING PROTEIN

<u>over-</u> wdrked?

Overwought Tired for no reason? Worned about you seek, your Job or your family? Temporay difficult worry most people, but if the situation goes on, it she you need help. I have you thought of Sanatopen? It was originally formulated for highly strung people who we originally formulated for puts of the size of th



Sanatogen ENNOURISHES YOU WITH

<u>can't</u> cope?

Somenow you can't cope as well as you used to Everther an early night. You feel lense and enhausted, weared before you begin. Have you fired a course of Sanalogon? If size pure, powdered protein to give you the strength you desperately need now. Concentrated in a form that your body can assimilate immediately, Sanalogon helps you resist nervious wear and lear. Even after a few days you will feel a different person. But to realise the remarkable power of Sanalogon, you should set at all east for a month Take it constantly, regularly that is a few and the constantly, regularly the processor of the processor of the second processor.



Sanatogen ENNOURISHES YOU WITH

<u>nerves</u> on edge?

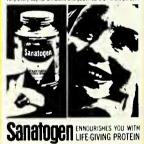
Small things annoy you Minor irrifations become a majitragedy. Somehow you can't go on like lihs. And yo shouldn't You probably need extra protein. Protein I give you more life, to help you resist the wext and tear modern tivring. Protein to steady your nerves. You nee Sandopen, it is pure, life juving protein, powdered an concentrated for your body to use immediately. It build viat cell and never lissue A course of Sandopen coul change your whole outlook, but you must take if regular? over a period of time. Take it talkfully three times a da



Sanatogen ENNOURISHES YOU WITH

<u>can't</u> <u>GO ON?</u>

Youwant to, but you can't. You have all the with the world, but udderly no energy. The sanatest problem seems enormous. Tired out, you can't go on. Have you thought of Sanatogen't may be guist all all you need pure, the giving protein. Your nerves need help and your whole body needs restoring the desired and concernation as a form your body can make desired and concernation as a form your body can make desired and concernation as a form your body can make make the most office of the concernation as a form your body can make not sanatogen your literal sol better, But to ward off the old symploms completely, you must lase Sanatogen or an expense of time at least for a month. Take Saratogen features are the sanatogen than the sanatogen or the sanatogen than the sana



Tensed up?

Why are you so easily upself it may be that you is more highly strong than most people. You may need to be used to be used to the property of the property of



Sanatogen Ennourishes you with Sanatogen Life-Giving Protein

APPEARING 250 TIMES IN THREE MONTH

Sanatogen advertisements get the biggest showing ever!

No one who reads a newspaper will miss the Sanatogen advertising! Reaching 98% of the market, these compelling advertisements all with proven pulling power, will appear 250 times from September to December... and more to come after Christmas.

Time and again in: DAILY EXPRESS · DAILY HERALD · DAILY MAIL · DAILY MIRROR · DAILY SKETCH · DAILY TELEGRAM GLASGOW DAILY RECORD · NEWS OF THE WORLD · THE OBSERVER · THE PEOPLE · SUNDAY EXPRESS · SUNDAY PICTORIAL · SUNDAY TIMES · GLASGOW SUNDAY POST · RADIO TIMES · TV TIMES · REVEILLE · TIT BITS · TOL

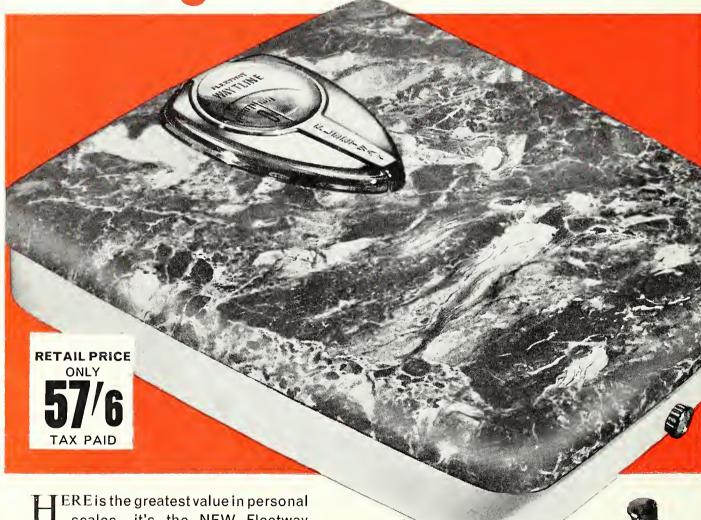




CAN PROFIT FROM THIS CAMPAIGN Plan your winter windows round the striking atogen display material. Repeat the message at the point of sale with the matching counter and fully informative booklet. All these items are now being distributed by our esentative. Make sure you get yours when he calls—or write direct to Genatosan Limited. IEMBER THE PROFIT POTENTIAL When you sell Sanatogen you are not only selling a que product—you are also making a first-class profit. An 8-oz jar gives you 3/1½d clear profit. e sure all your assistants recommend Sanatogen, too.

Sanatogen ennourishes you with LIFE-GIVING PROTEIN





HERE is the greatest value in personal scales—it's the NEW Fleetway 'Waytline'. Pressed steel construction, plastic covered in three delightful contemporary colours—Midnight Grey— Golden Dawn-Summer Green. Easy to read magnified weight scale. Each scale tested before dispatch, individually cartoned and guaranteed for 5 years. Made in England by British craftsmen.

*

EXTENSIVE advertising will tell your customers to WATCH THEIR 'WAYTLINE'. Free literature. Free blocks. Stock and display Fleetway 'Waytline' Scales and watch your sales curves go UP and UP.

Be ready for Fleetway's greatest ever advertising campaign. Over 25 million readers will see these new compelling

advertisements.

* FLEETWAY Manufacturing Co. Ltd., Charlton Rd. Edmonton N.9

A MEMBER OF THE WALLS GROUP OF COMPANIES

ALDIS XT 150

Automatic magazine projector with finger-tip operation of slide-changing lever and back spacer. Magazine takes 30 2" x 2" or Super slides. 8.5 cm. f/2.5 lens, 150 w. illumination. Polystyrene carry-cover, and one magazine.

£16 19 6

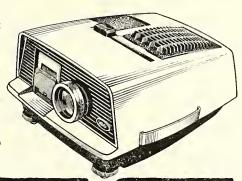
v. lamp (extra) £1 10 0 Spare magazines 10/- each 150 w.

ALDIS XT 434

Similar to XT 150, but with 300 w. illumination and efficient new "two-way" cooling system. way" cooling system. Magazine takes 3 sizes of transparency-35 mm., 4 x 4 and 3 x 4 cm. Complete with polystyrene carry-cover and one magazine.

£23 18 6

300 w. lamp (extra) £1 17 6 Spare magazines 10/- each

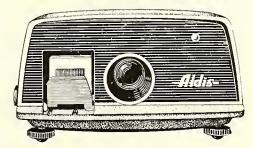


ALDIS XT 330

Fully automatic magazine projector, remote controls for focusing and slide changing. Magazine takes 30 2" x 2" or Super slides. 8.5 cm. f/2.5 lens, 300 w. illumination. Complete with carrycover and one magazine. £34 19 6 300 w. lamp (extra) £1 17 6 Spare magazines 10/- each



ALDIS XT 360
As XT 330 plus automatic self-timer; rheostat switch to reduce initial voltage to the lamp; socket for tape recorder. £54 17 6



300 w. lamp (extra) £1 17 6 5pare magazines 10/- each

ALDIS 303

300 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective cover. £21 0 0

300 w. lamp (extra) £1 17 6

ALDIS 505

500 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective £24 18 6 cover.

500 w. lamp (extra) £2 15 0





ALDIS 300

300 w. projector with great screen brilliance and picture detail. Complete with 8.5 cm. f/2.5 Aldis anastigmat lens and 2" £17 18 6 × 2" slide carrier.

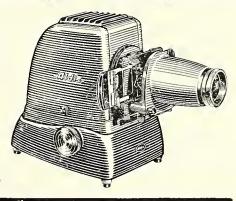
With 10 cm. f/2.8 lens £19 18 0

300 w. lamp (extra) £1 14 3

ALDIS 500

Blower-cooled 500 w. projector, complete with 8.5 cm. f/2.5 anastigmat lens and 2" × 2" slide carrier. £22 2 6

With 10 cm. f/2.8 lens £24 500 w. lamp (extra) £2 £24 2 0





ALDIS 5-STAR 1000

Blower-cooled 1.000 w. projector, complete with 10 cm. f/2.8 anastigmat lens and 2" x 2" slide carrier.

£29 18 6

With 15 cm. lens £34 2 750 w. lamp (extra) £2 13 1,000 w. lamp (extra) £3 2

WORLD'S FINEST COLOUR PROJECTORS

Distributed by

VILLE BRO

NEVILLE BROWN & CO., LTD., LONDON, W.I.

Tel: LANgham 7161



THE WORLD'S FINEST SHOPFITTING SYSTEM

The NORDIA SYSTEM is more, much more, than a range of shopfittings it is a service. Masons have been specialists in shopfitting for a century. A Mason consultant will diagnose your

WILLIAM MASON & SON LTD

25 WELLINGTON STREET · LEEDS

Telephone: 35821

94 BAKER STREET · LONDON W.1.

Telephone: WELBECK 1628/9

business, with all its individual problems. His diagnosis, based on unrivalled experience in the pharmacy field, assures you of the *maximum* increase in turnover and profit.

Fill in this coupon for further information.				
Name				
Address				

ROBINSONS PICES HOWN

J. & J. Colman announce the following Important Reductions in the prices of Robinson's Soft Drinks.

Maximum Suggested Retail Price (inc. P.T.)

Robinson's Lemon Barley & Orange Barley	3/7=	3/2
Robinson's Whole Fruit Drinks— Orange, Lemon & Grapefruit Robinson's Trio	3/7=	2/10
Robinson's Squash— Orange & Lemon	No Change	2/10

With corresponding reductions in TRADE PRICES and NEW Quantity Terms

Your Wholesaler or your J. & J. Colman Representative will give you full details.

ADVERTISING UP!

BIG LEMON BARLEY WINTER CAMPAIGN. Beginning October 20th, whole pages in 'Woman' and 'Woman's Own' will boost sales of Lemon Barley as the ideal winter drink.

AND A PREMIUM OFFER ON THE WHOLE ROBINSON'S RANGE. Beginning October 8th, dominant spaces in 5 big-circulation children's magazines will feature a splendid Cowboy Suit offer.



J. & J. Colman Ltd., Carrow Works, Norwich.



Antussin



STOCK DISPLAY SELL

Antussin

FOR EXTRA PROFITS THIS WINTER

Send this order— NOW! before October 26th

BONUS OFFER!

rings you EXTRA profit fast!

£11outlay £8 profit

ee how it works out!

very parcel contains 6 dozen 2oz. bottles and dozen 4oz. bottles. That means you lay out 1.0.6; resell at £19.2.0; make £8.1.6 profit. on't miss this big profit-making offer. It's uivalent to 16 2oz. bottles for the price of 12!

Powerful Nationwide TV Campaign From October 26th until March...

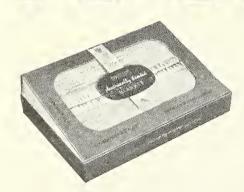
Dramatic 45-second commercials will make Antussin the most TV advertised cough-product this season ... will tell your customers 'Antussin calms the nerves that make you cough'.

Cash-in on this wonderful money-making opportunity now And remember—this Bonus Offer closes on October 26th

То тов	PRE-TV BONUS OFFER
PLEASE SUPPLY	Antussin Bonus Parcels TO ME
NAME	
ADDRESS	
DATE	SIGNATURE

(Available until 26 October 1962)

ALLO SELECTRIC BLANKETS FROM £3.16.4



SPECIAL SUMMER BUYING TERMS, TOO!

Terrific value, tremendous sellers! That sums up Philips Electric Blankets, with their price range starting as low as £3.16.4d. And the special summer terms make them even more profitable for you. So do get an order in right away!

FULL NATIONAL SUPPORT

A big campaign for Philips Blankets will be seen by millions of readers of big national newspapers in the vital months of November, December, January. And the impact of the hard-selling advertisements on a vast number of value-conscious, house-proud people will be backed up by extensive point-of-sale displays and full-colour leaflets.

Times of advertising have been selected to cover the peak selling period for these products. But don't delay. Don't be caught with your stocks down. Take full advantage of bigger sales this autumn as well as winter—full advantage, too, of the summer special buying terms—and STOCK UP NOW.



Philips Electrical Ltd., Century Hse., Shaftesbury Ave., London W.C.2

A new revolutionary shampoo-type hair colouring for concealing GREY HAIRS

Color-Match

as easy to use as successful Color-Glo

Over 15,500,000 women to see

COLOR-MATCH advertising

now appearing in Woman
Woman's OWN · Woman's Realm
Modern Woman · Everywoman
Woman's Journal · Woman & Beauty
Daily Mail · Sunday Express
Daily Telegraph · Daily Mirror
Sunday Pictorial

Make sure you have a complete range of
Color-Match shades to meet the
immense demand

made in six beautiful shades of brown

Dark Brown
Dark Warm Brown
Mid-Brown
Mid-Warm Brown
Light Brown
Light Golden Brown

Retail Price 5/5 per bottle Trade Price 33/4 per doz. Purchase Tax 15/- per doz.

- * COLOR-MATCH colours grey hairs to match the rest of the hair—without changing its natural basic colour.
- * COLOR-MATCH is absolutely harmless. It needs no skin test. It is a liquid, as simple to use as a shampoo, is semi-permanent, lasts through 6-8 shampoos, and leaves the hair in beautiful condition.
- * COLOR-MATCH is certain to create an entirely new hair colouring market, from which you will earn big new profits.





Manufactured and Distributed by: GOLDEN LIMITED

WHO BUT PIFCO

MANUFACTURES THE ONLY VIBRATORY MASSAGER!

Appeal to both men and women, young and old alike

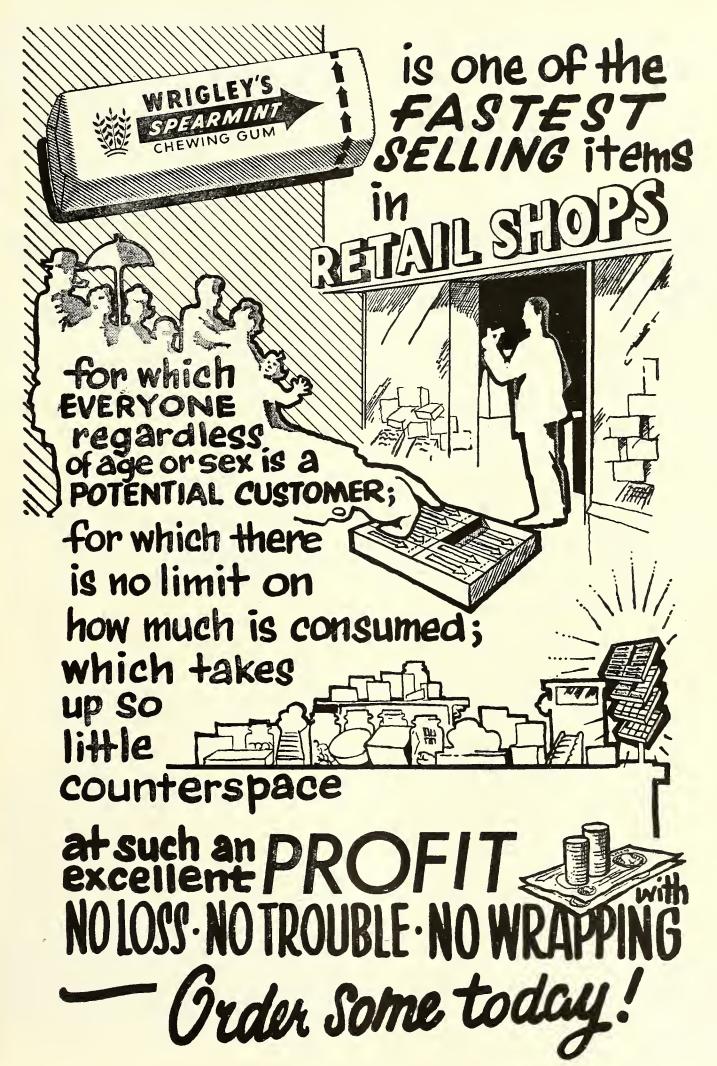
Complete with four separate attachments

Deep Massage Surface Massage

Facial Massage Scalp Massage 79/6

Heavily advertised to 46,156,000 newspaper readers.





An exciting range of hair cosmetics

from

eugène

Eugene offer you a great new sales opportunity ... a special range of hair cosmetics for home use! Quality products, attractively packed and priced, with the extra sales-appeal of the name that everyone knows so well. You'll find there's a ready market for all these wonderful new products from the famous house of Eugene!

Liquid Cream Shampoos

2 oz and 4 oz bottles, also in foil sachets Rose Cream, Lemon Cream & Amber Medicated

'Coiffure' Brushing-Out Cream
1 oz and 2 oz bottles

Fixogen hair-set ½ oz bottles

Hair Perfumes/Frictions 6 enchanting perfumes

Wisp Hair Lacquer
Aerosols, Hand Sprays and refills

Wisp Hair Set — Hand Spray and refills

Brilliantine - 4 perfumes

also Spruce Shampoo for Men

For details of prices and trade discounts write or telephone for details to:



EUGENE LTD., CROWN HOUSE, 143/147 REGENT STREET, LONDON, W.1 TEL: REGENT 3141 (5 LINES)



Every day more and more women are buying the Italian Glamour Match—MISSLYN Nail Varnish and Lipstick.

MISSLYN Nail Varnish DEFINITELY lasts longer—shines more brilliantly and pleases better. Forceful advertising is

better. Forceful advertising is planned for Womens' Magazines and local papers. Excellent and unusual 'selling' display material is available.

1 ,				
Line	Price Po	holesale Price er Dozen (P. Tax)		
Cream Varnish Pearl Varnish Complete Lipstick De Luxe Refill Normal Refill Oleumsolv Varnish Remover Misslyn "9001" Nail Hardener	5/6d. 7/11d. 10/6d.	34/- 48/- 64/- 45/-		
IVO M.			R LABS	LTD.

LONDON: 33 NEWMAN STREET W1
MUSeum 5145/6

and our products—
including over 300 B.P. items

Our pharmaceuticals are helping doctors to put the newest therapeutic techniques into daily practice. In many countries of Asia and Africa, Ferozsons has become a name to trust. Products bearing this name (including over 300 B.P. items alone) are being made quickly available to governments and private importers. Pricing is highly competitive, deliveries are on time, contracts are rigidly complied with. If you have an enquiry in any pharmaceutical field, please contact us. We're here to serve you. And you can trust us.



FEROZSONS LABORATORIES LIMITED

Nowshera, Pakistan



Look out for

BIG LOXENE SALES FROM THESE DOUBLE TV & PRESS CAMPAIGNS

TV and Press start week commencing October 1st

order now!

F. W. HAMPSHIRE & CO. LTD · SUNNYDALE · DERBY · TEL: DERBY 21234/5/6

LOXENE





LOXENE MEDICATED SHAMPOO

Half-minute TV spots 2 or 3 times a week, for this major-selling medicated shampoo. That's the kind of advertising weight to keep Loxene moving fast!



LOXENE

HAIR CREAM

Big spaces in
Daily Mirror, Daily Express,
Daily Herald, Glasgow
Daily Record and Belfast
Telegraph, throughout
October and November.



BIG advertising launch for the new trend in Baby Feeding

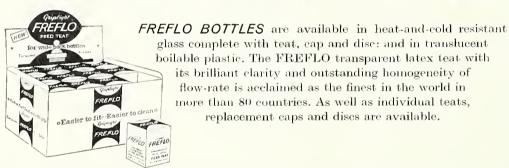


* wide necked feeding bottles and transparent latex teats * WITH BIG. ATTRACTIVE PROFIT MARGINS FOR YOU!

The FREFLO campaign is the spearhead of Lewis Woolf's new marketing policy. Trade in the U.S.A. has gone over almost completely to the new improved FREFLO shape —easier to fit, easier to clean. And now from 30th September your sales will be supported by dominating advertisements in:

Daily Mirror · Daily Record **Sunday Pictorial** Mother · Mother and Baby Woman · You And Your Baby **Mothers Safety Code**

THIS IS THE BIGGEST ADVERTISING CAMPAIGN YET FOR THIS TYPE OF PRODUCT -NOW YOU SHOULD BE READY WITH YOUR STOCKS OF FREFLO



boxes which can be sterilised.



for narrow necked teats and bottles the name is

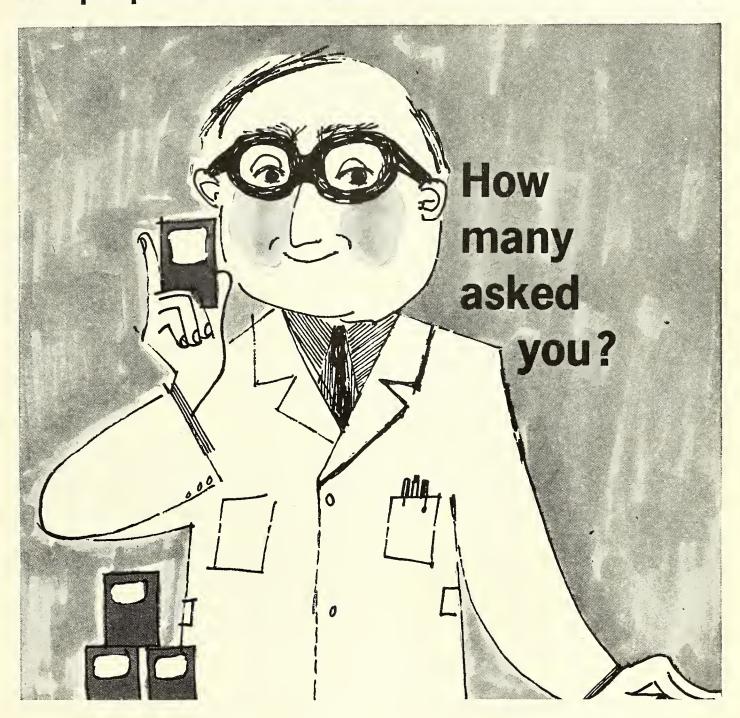


Enquiries to your usual wholesaler

144 OAKFIELD ROAD, SELLY OAK, BIRMINGHAM 29

World's largest manufacturers of transparent latex teats, leaders in over 80 countries.

643 people asked us about rheumatism last month!



During the past months some impressively large advertisements for Lloyd's Adrenaline Cream have appeared in big circulation newspapers: the NEWS OF THE WORLD, the DAILY MIRROR, THE PEOPLE, the DAILY EXPRESS, the DAILY MAIL and the DAILY HERALD amongst them. No wonder as many as 643 people actually wrote to us, asking us about rheumatism and how we could help them. Thousands more bought Lloyd's Adrenaline Cream.

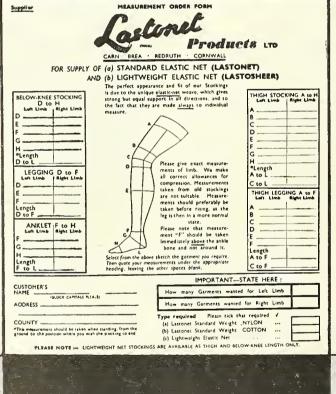
The reason is that these papers alone have a combined circulation of 25 million.

And now, with a new wave of advertising on the way they will be looking for Lloyd's Adrenaline Cream. Please make sure you are ready to meet the demand with a plentiful stock of Lloyd's Adrenaline Cream. Display it prominently and so help to remind your customers of the advertising they will have seen.

LLOYD'S ADRENALINE CREAM

Tubes 3/-, large economy jars 5/- and 7/-Usual trade discounts

LET YOUR CUSTOMERS TAKE ADVANTAGE OF PERFECT SUPPORT



Varicose Veins, tired aching legs?

Always give your customers a Lastonet measurement form.

All Lastonet elastic net stockings are made to measure, thus by giving them a measurement form you are ensuring that their legs will receive cool, comforting, EVEN support, so essential to these conditions.

Lastonet elastic net stockings are available within three to five days on receipt of your order and are supplied under the N.H.S.

RECOMMEND

Lastonet

SURGICAL HOSIERY



Popular L'Oreal Bleach and new formula Tress both get exciting modern packs plus nationwide advertising designed to shift stocks off your shelves faster, push your profits higher . . .

From June 1962 to April 1963, L'Oreal Bleach takes regular spaces in the big circulation newspapers — Sunday Pictorial and Daily Mirror, as well as Woman, Woman's Mirror and Honey. Your customers will want to see L'Oreal Bleach in your shop, and when they do they'll be sold on the gay good looks of the new quality pack.

From June 1962 to March 1963, millions of readers of Woman, Woman's Own, Woman's Realm, Woman's Mirror, Daily Mirror and Sunday

Express will all be told over and over again about the important difference in Tress — a new French formula which gives hair the fullness that's needed for modern styles. Women will be persuaded to try New Tress and see how it really does make sets last twice as long and condition hair to shining beauty.

Gaily packed L'Oreal Bleach and New Tress deserve a good place on your shelves — stock up now and see how soon they leave you with profits that jump up and up!

NEW PRICES L'OREAL BLEACH

Retail Price 3/- per carton Trade Price 18/5 per dozen cartons

NEW TRESS

Small Size

Retail Price 1/10 per bottle

Trade Price 10/9 per dozen bottles plus tax

Large Size

Retail Price 3/- per bottle

Trade Price 18/5 per dozen bottles plus tax



TURN OVER FAST...

OVER AND OVER AND OVER AGAIN

...SO SHOW...

AND SELL THEM!







MADE IN INCLAND
ACCORNISED AS AN AID
TO THE ELIMINATION OF
IMPURITIES IN THE
BLOOD
WHICH ARE ASSOCIATED
WITH THE OCCUPRENCE OF
GOUT, BHEUNATISM











Nicholas Products are lines that move fast—faster—fastest. Each and every one is formulated to satisfy a known big demand better. They're priced right for the public and yield you better margins. They are consistent top quality, produced under strict control, in one of the world's most modern factories. They are strongly supported with consumer advertising, skilfully planned and boldly placed. You have confidence in them, the public has confidence in them. Put them where they'll be seen and they'll be sold. Sold soon. Sold profitably.

NICHOLAS PRODUCTS FOR NATIONAL ADVERTISING

Nicholas Products are advertised to your customers with tested and proven appeals on a national basis. Full scale Press and TV is behind many of them. The Right Messages about them are delivered at the Right Time in the Right Media. Link up with the advertising. Put Nicholas Products where they will be seen and recognised as fulfilling a need.

FOR NEWS

Your Nicholas Products representative will bring you news of new products, new advertising and promotion plans, new point-of-sale aids, display bonuses and stock bonuses. Please see him every time he calls. He will *never* waste your time.

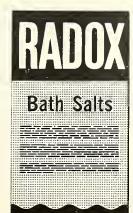
NICHOLAS PRODUCTS LTD

225 BATH ROAD, SLOUGH, BUCKS.

Tel: Slough 23971













NICHOLAS



PRODUCTS INCLUDE

PHARMACEUTICALS

*ASPRO
*RENNIES
*KWELLS
KRUSCHEN
BRONCHIPAX
HEMOTABS

HOUSEHOLD LINES

LIFEGUARD *DIP WAFT

TOILETRIES

*RADOX LEMSKIN TRU-GEL SWAN LAKE SHAVEX

* These are brand leaders in their product groups.





Specialists in High-Class

Label Reproduction

for Chemists

SUTTLEY & SILVERLOCK

ANDOVER, HANTS TEL. 2234

Nicobrevin

The Original ANTI-SMOKING CAPSULES MILLER OF GOLDEN SQUARE LTD

A MODERN COURSE OF-PHOTOGRAPHIC STUDIES By Dr. H. BAINES, F.R.I.C., F.I.B.P., Hon, F.R.P.S.

and specialist collaborators

Lucidly imparts in orderly steps and with ample diagrams and illustrations the scientific, technical and other knowledge demanded of entrants to the examination of the Photographic Dealers' Association.

Order direct from: PRICE 7/6. Postage 7d

THE CHEMIST & DRUGGIST
28 ESSEX STREET, STRAND, LONDON, W.C.2



THE SAFETY FACTOR IN EVERY DAY MAKE-UP

Prescribed by the Medical Authorities for over 20 years as the pure and safe cosmetic for sensitive skins.

New terms give 331% discount.

Obtainable from Messrs Sangers Ltd., and Allied Companies, through your Wholesaler direct from

BOUTALLS CHEMISTS LTD., 60 Lambs Conduit St., London, W.C.)



INCREASED
PROFITS
FROM VIROL
THIS AUTUMN



% STOCKING AND DISPLAY BONUS ON ALL VIROL ORDERS PLACED SEPT 17-NOV 9!

Take advantage of this grand bonus offer right away! Autumn and winter are the seasons when Virol sales are at their healthiest. Make certain of getting your selling off to a profitable start by stocking up in readiness NOW.

FOR INCREASED VIROL PROFITS . . . PLACE YOUR ORDER NOW-DISPLAY THESE FREE SALES AIDS









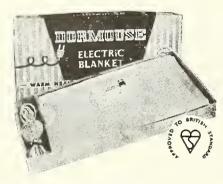
STOCK UP NOW WITH VIROL

Britain's best buy in ELECTRIC BLANKETS

THE DORMOUSE

BRITISH STANDARD GUARANTEED I YR.





MADE BY

BELMONT MANFG. CO. JAMES ST. SOUTH, BELFAST

SPECIALISED MAKERS OF **ELECTRIC BLANKETS SINCE 1952** IN LOVELY SOFT RAISED COTTON WITH SATIN BINDING

IVORY 3-POSITION SAFETY SWITCH AND 9 ft. WHITE PLASTIC FLEXIBLE IN COMPACT ATTRACTIVE BOX FOR XMAS AND EASY DISPLAY

Also DOUBLE BED SIZE

OBTAINABLE FROM

SANGERS LTD,-London, Bristol, Bedford, Newcastle

MAY ROBERTS & CO. LTD. — London, Liverpool, Plymouth, Maidstone

THE CHEMISTS SUPPLY CO. LTD. -

THOS. McMULLAN & CO. LTD. - Belfast

SOUTHALL BROS. & BARCLAY LTD. -

JOHN THOMPSON LTD. - Liverpool,

BROOKS & WARBURTON LTD.-Mitcham

HIRST, BROOKS & GOODALLS LTD. -Leeds

FRANCIS NEWBURY & SONS LTD. -Cardiff

H. TILLNER LTD. - Reading

SAMUEL S. GOLDBERG & CO. LTD.—Glasgow



F. M. LANGFORD LIMITED

Manufacturing Chemists & Perfumers

WELLCLOSE SQUARE 40 - 41 - 42

Telephones & Telegrams: ROYal 4743

FACE PRODUCTS

LONDON ROYal 4744 . . . and around the house...

FRAGKIL Fly & Pest Killer

> FRAG-AIRE Air Freshener



* Profitable

* Quality

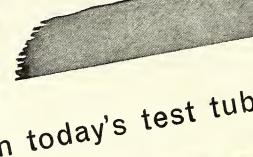
* Distinctive

* Attractive

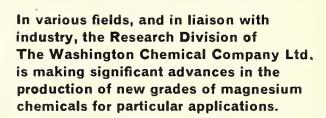
Moin Distributors London and Southers Counties for Monfort Parfums, Vienna.



In the research laboratories of industry, chemists continue the search for new formulæ and new compounds to resolve their manufacturing problems.

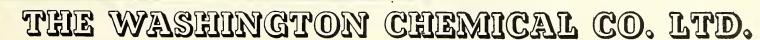


tomorrow's products...in today's test tubes



By drawing on the Company's century of experience, chemists are able to specify special grades of Pattinson's magnesium carbonates and oxidesconfident that all deliveries will maintain the same high standards of quality. From the laboratory through to production, Washington chemicals may be depended upon for absolute consistency.

Pattinson's is a registered trade mark of The Washington Chemical Co. Ltd.



A member of the TURNER & NEWALL GROUP WASHINGTON, COUNTY DURHAM, ENGLAND

Telephone: Washington 3333

Telegrams: Chemical, Washington Station, County Durham

LONDON: Empire House, St. Martin's le Grand, London, E.C.1 MANCHESTER: 220/222 Corn Exchange Buildings, Cathedral Street, Manchester. 4.

Agents throughout the world

Telephone: MONarch 6898 Telephone: BLAckfriars 4401

TWO HAIR TREATMENTS TO RECOMMEND

The only DANDRUFF TREATMENT with a BIG reputation in 9 European Countries

Gill's DANDRUFF REMOVER

Medicated SHAMPOO

Brings instant relief in the most severe cases

Dandruff in its worst form responds immediately to Gill's Dandruff Remover Medicated Shampoo, a product sufferers will appreciate and bring you many repeat sales.

PRICES:

Wholesale 19/- (plus P.T.) per dozen to retail at 2/9 per bottle. Sachets: S/8 (plus P.T.) per dozen (minimum order 3 dozen). Retailing at 9d. each (inc. P.T.)

Also made and distributed by

EUGENE-GALLIA Paris and Barcelona
BEAUTISALES LTD., 35 OLD BOND STREET,
LONDON, W.I. Telephone: HYDe Park 2565-6
Eire Agents: MUR-RA LTD., 10b Fishamble St., Dublin, Eire

... and for customers with thin and falling hair — you can recommend with fullest confidence

Jochem's WONDERFUL DUTCH HAIR PREPARATION

Hundreds of Testimonials from both men and women

Your customers whose hair is becoming thin or falling or who suffer from premature baldness will thank you for recommending lochem's. A sure money maker.

PRICES:

110/- per dozen or 9/8 per bottle for less than one dozen. (All prices plus P.T.). To retail at 19/6 per bottle (inc. P.T.)



EXPORTS

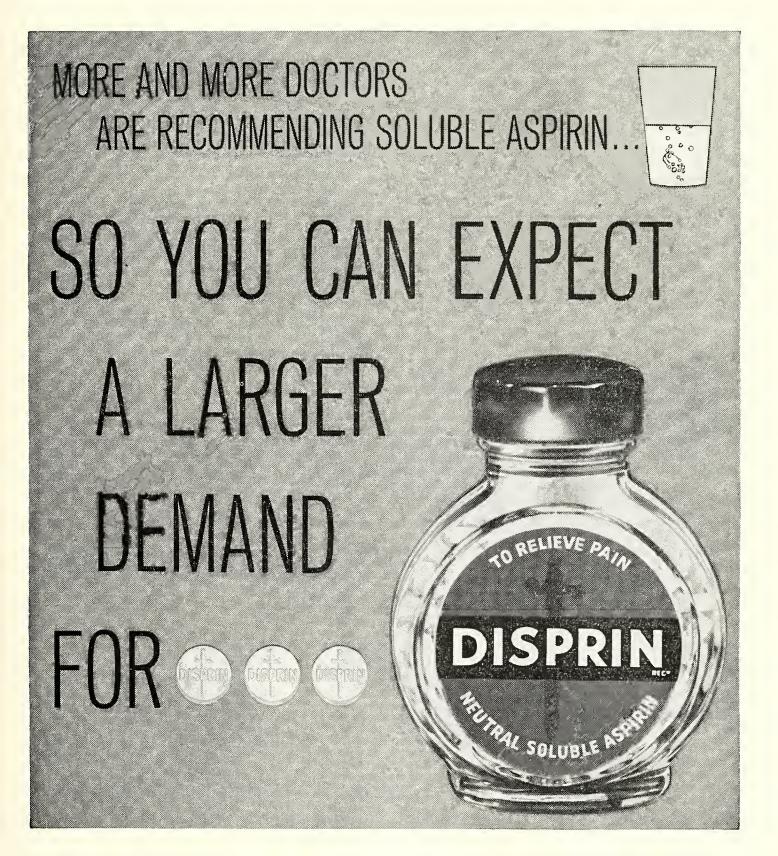
Empire Buildings, Fazakerley Street, Liverpool 3, England

Cables: "WILPETER" LIVERPOOL Phone: CENtral 0729

(LIVERPOOL)

PETER





To-day, the advantages of soluble aspirin are becoming more and more appreciated as the form of aspirin less likely to leave acid particles in the stomach.

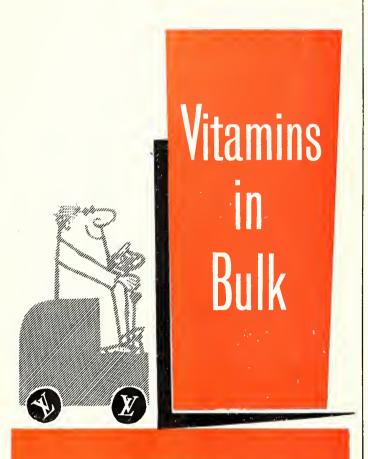
In the soluble aspirin field, the brand your customers know is Disprin—the original soluble aspirin.

Disprin is an excellent, long-established product, and it is very well advertised through national TV and press.

So keep a good stock of Disprin—you can recommend and sell it with confidence.

RETAIL PRICES:-

Bottles of 26 tablets, 2/1; 50 tablets 3/5. Foil packs of 8 tablets, 9d.; 28 tablets, 2/1, 100 tablets, 5/6. Disprin Junior (for children): Foil packs of 16 tablets, 9d., 48 tablets, 1/10 (each tablet providing an exactly measured dose).



Natural & Synthetic Vítamin A Vitamin B, (Aneurine Hydrochloride B.P.) Vitamin B₂ (Riboflavine B.P.) Vitamin B, (Pyridoxine Hydrochloride B.P.C./U.S.P.) Vitamin B₁₈ (Cyanocobalamin B.P.) DL. Calcium Pantothenate U.S.P. Vitamin C (Ascorbic Acid B.P.) Vitamin D₂ (Calciferol B.P./U.S.P.) Vitamin D₂ (Oily Concentrate) Natural Vitamin E (d-Alpha Tocopheryl Acetate) (d-Alpha Tocopheryl Acid Succinate) (Mixed Tocopherols) Natural Vitamin E (Feed Grade) Folic Acid B.P./U.S.P Inositol Nicotinic Acid B.P. Nicotinamide B.P.

Get your vitamins from VITAMINS LIMITED

Bulk Sales Dept., Vitamins Limited (Dept. A.A.5) Upper Mall, London, W.6. Phone: Riverside 5001. Telegrams: VITAMINS, LONDON, TELEX.

THOVALINE

for:—
BEDSORES

BEDSORES can be prevented by applying THOVALINE before the trouble starts but if already in existence will help greatly in healing.

BURNS

BURNS Unique action. THOVALINE is self sterile it eliminates pain and is a rapid healer.

DERMATITIS

URINE DERMATITIS Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

Supplies from your usual wholesale house:

ILON LABORATORIES

LORNE STREET · HAMILTON · LANARKSHIRE

Tel: HAMILTON 410



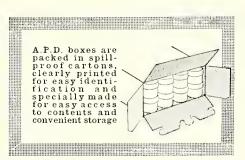




(ALL PURPOSE DISPENSING BOX)

"Four into one" goes easily if you are a wise dispenser. You simply pick up a Robinsons A.P.D. (All Purpose Dispensing Box) and there, ready to hand, is a container equally suited to hold powder, tablets, ointment or cream. Robinsons of Chesterfield, who have been making boxes for the chemist since 1839, evolved the A.P.D. box to speed dispensing and also reduce the number of stock boxes held to a minimum.

A.P.D. boxes are obtainable only through your wholesaler. For sample box and descriptive leaflet, please apply direct to:









Robinsons of Chesterfield

ROBINSON AND SONS LIMITED WHEAT BRIDGE MILLS CHESTERFIELD

Make room for the

SHAMPOO SPRAY

NOW IN THE NEW.

-- You can expect even faster turnover of this popular line.

GIVE IT PLENTY OF SPACE IN YOUR WINDOW, ON YOUR **COUNTER, AND ON YOUR SHELVES**



FROM YOUR USUAL WHOLESALER

SUPATAP MODEL ALSO AVAILABLE

Pompette

Manufactured by: THE NEW CROYDON RUBBER CO. LTD. 36 MITCHAM LANE, STREATHAM, S.W.16. Tel. STReatham 0171

CLINICAL THERMOMETERS

G. H. ZEAL LTD. announce that all British Standard Clinical Thermometers are being supplied in accordance with the 1961 edition of B.S.691*



Furthermore, the B.S.I Kite Mark, an additional guarantee of quality and accuracy, will be engraved on all ZEAL British Standard Clinical Thermometers in future AT NO EXTRA COST



the usual comprehensive range of Oral, Rectal and Skin Thermometers is available. * Explanatory Pamphlet available on request.



OBTAINABLE FROM ALL LEADING WHOLESALERS

LOMBARD ROAD · MORDEN ROAD · MERTON · LONDON S.W.19

Telephone: LIBERTY 2283 (4 lines)

Grams: Zealdom, Souphone, London



DENISE

Full skirt with unpressed pleats. Attractive basque waist. Large inset side pockets. Three-quarter or long sleeves. (No extra charge) Candy Striped Nylon—Pink, Blue, Lilac Yellow 77/6 628 Plain Nylon—Pink, Sky Blue, Lilac, Aqua 70/-Minimum-iron Poplin—Pink, Blue, Lilac, Primrose 60/-



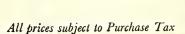


4308

NAME

Our most popular button through style. Slightly flared skirt. Adjustable belt.

Candy Striped Nylon—
Pink, Blue, Lilac, Yellow 70/Polka-dot Nylon—
Pink, Blue, Lilac, Yellow 70/908 Plain Terylene—
Pink, Blue, Lilac, Aqua 57/6



TUXEDO JACKET Attractive double-bro

Attractive double-breasted style. Four button front. Roll collar. Straight back.

628 Plain Nylon— Grey, Maroon, White, Navy, Black 57/6



NAGELES LTD

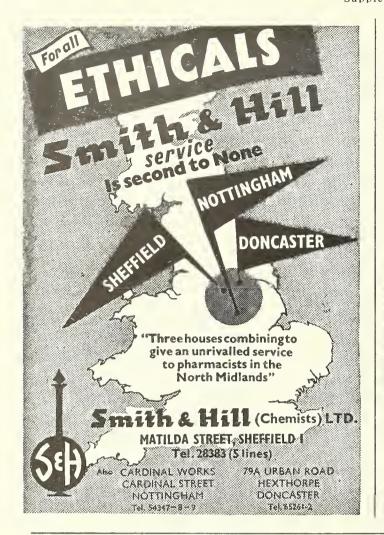
Immediate Deliveries from : LONDON LEEDS NEWCASTLE-UPON-TYNE

> and BRISTOL

EDGWARE ROAD	COLINDALE	· LONDON · NWO	Tel . COL indale 00

Send now for free	catalogue of ELEGAN Garments	

ADDDDCC		
ADDRESS		



ESTABLISHED 1793

The Infants' Medicine of 150 years' standing

For teething and digestive troubles

BARKER ROBERT 13 ALJISTAIR STREET, MANCHESTER, 1



Photograph **Frames** as Christmas Gifts

OBTAINABLE BY RETURN FROM :-

HUTLEY · HASTINGS 1386 · TOTTENHAM 3435 HUTLEY KENMORE MERCHANTS LTD · BRADFORD 32244/5 J. M. LOVERIDGE LTD · SOUTHAMPTON 28411 PARMA AGENCY LTD . RELIANCE 4533 SANGERS LTD & ASSOC. CO EUSTON 5010

List of FINE CHEMICALS

ALPHA-ACETAMINOACRYLIC ACID

DL-CYSTEINE-H''DROCHLORIDE

DL-CYSTINE

N.N-DIETHYLACETAMIDE

N,N-DIMETHYLA CETAMIDE

IODOACETIC SODIUM

3-METHYL- I-PENTINE-3-OL

DL-ORNITHINE-HYDROCHLORIDE

PICROLONIC ACID THIMEROSAL (N.F.) PIMELIC ACID

DL-PRO_INE

TETRAPHENYLARSONIUMCHLORIDE

THIOACETIC ACID

THIOSALICYLIC ACID

BIOCHEMICALS

CYTOCHROME "C"

BEE VENOM DRY, STANDARDIZED, PURE]

OLEANDER TOTAL GLUCOSIDES, PURE,

STANDARDIZED IN CAT-UNITS

BIOPTERINE

10-HYDROXY-A -DECENOIC ACID

HEINRICH MACK NACHF Jllertissen/Germany Established in 1849

Inquiries from U.K. customers invited by the SOLE AGENTS:

Phone: Berkhamsted 1880/1/2 NORTH BRIDGE ROAD · BERKHAMSTED · HERTS SPECIALLY EQUIPPED TO HANDLE CUSTOM ORDERS OF 50-100 KILOS

Cables: Lake Berkhamsted

Complete TABLET STRIP-PACKING SERVICE to the Trade

> Enquiries invited for 'catch cover' packing

MATTHEWS & WILSON LTD.

-LARKHALL WORKS

MORRISH ROAD . LONDON, S.W.2

Tel: TULse Hill 5881/2

C.W.O. or C.O.D.



RIDDOVYDRIN ELIXIR

A NEW PREPARATION SPECIALLY COMPOUNDED TO MEET WITH THE NECESSITY OF A POTENT SYRUP TO RELIEVE ALL FORMS OF COUGHS ASSOCIATED WITH:—

ASTHMA, BRONCHITIS and INFLUENZA

CONTAINING VITAMIN C

ONE SIZE ONLY — 3oz. CARTONED PANEL UNSUITABLE FOR CHILDREN UNDER 14

RIDDELL PRODUCTS LIMITED

RIDDELL HOUSE · 10-14 DUNBRIDGE STREET · LONDON, E.2

AND AT MANCHESTER

PHONE: SHO 7254-5-6

SHAWCLOUGH WORKS · WATERFOOT

ROSSENDALE · LANCS. · ROSsendale 2450

Telephone: CENtral 6565

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2

APPOINTMENTS — 24/- per \(^{\pi}\) s.c. minimum and pro rata, AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT, Run-on — 4/- per line (minimum 20/-). Semi-display — 24/- per \(^{\pi}\) s.c. minimum. Displayed with border rule, larger type faces and blocks — 60/- per s.c.l. minimum, Reduced rates for one-third, one-half and full pages on application. SITUATIONS WANTED — 6/- per 18 words minimum, then 4d, per word. Use of Box No. — 2/-. Advertisements received by 4 p.m. Tuesday published same week.

BUSINESSES WANTED

CHEMIST'S SHOP required with minimum turnover £10,000, Must be in Merscyside area, Capital available, Box C 4795,

BUSINESSES FOR DISPOSAL

WANDSWORTH (main road), Due to death. C 4759

WANDSWORTH (main road), Due to death. Chemist and druggist's business established 60 years, for sale. Freehold corner property with fine vacant flat over, Well-stocked and equipped, Offers considered, prior to auction, Rayners, Auctioneers, 205 Lavender Hill, S.W.11. (Battersea 8686.)

C 4759

APPOINTMENTS

BATH HOSPITAL MANAGEMENT COMMITTEE, MANOR HOSPITAL, COMBE PARK, BATH

Pharmacist
required for duties at St. Martin's Hospital.
Whitley Council salary and conditions of service. Applications, with names of two
referees, to Group Sccretary. C 7677

BRENTWOOD GROUP HOSPITAL MANAGEMENT COMMITTEE

Pharmacist
required to work within Group under direction of Group Pharmacist. Hospitals pleasantly situated within 30 minutes of London by frequent electric train service. Salary scale £690 to £920 p.a. Apply giving names of two referees to Group Pharmacist. Harold Wood Hospital, Harold Wood, Essex. (Tel.: Ingrebourne 45533).

C 7691

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Senior Pharmacist

Selitor Framiliacist for Bethnal Green Hospital, Modern department, Salary scale \$700—£1,010 p.a. plus higher qualification allowance and London Weighting, Please apply to the Group Secretary, 213 Kingsland Road, London, E.2.

CENTRAL MIDDLESEX HOSPITAL (CATEGORY V), PARK ROYAL, LONDON, N.W.10

Senior Pharmacist
Applications are invited for the post of
Senior Pharmacist, Salary on the Whitley
Council Scale plus London Weighting and
higher qualification allowance where applicable

Applications stating age, qualifications and details of experience, together with the names of two referees, to be sent to the Medical Director as soon as possible.

C 7694

LAMBETH HOSPITAL, BROOK DRIVE, LONDON, S.E.11 (508 beds)

Assistant-in-Dispensing

required. Department includes modern labor-Rotation of duties, Applications naming two referees to Secretary (any preliminary enquiries RELiance 3804, ext. 40).

LEEDS (GROUP B) HOSPITAL MANAGEMENT COMMITTEE, KILLINGBECK HOSPITAL, YORK ROAD, LEEDS, 14

Pharmacist
(full- or part-time) at the above hospital
and for duties within the Group as required.
Salary £690—£920 p.a. Terms of service in
accordance with Whitley Council agreement.
Apply with names of two referees to the
Group Secretary, Seacroft Hospital, Leeds,
14 C 7695

LEYTONSTONE HOUSE HOSPITAL (FOR MENTALLY SUBNORMAL), HIGH ROAD, LONDON, E.11

Chief Pharmacist

Chief Pharmacist

Applications are invited from suitable qualified persons for the post of Chief Pharmacist (Category I hospital), single-handed, for duties centred at the above hospital and occasional duties at South Ockendon Hospital, Salary range £815 to £1,110 plus London Weighting varying from £45 to £55 according to salary point, Applications to the Group Secretary to the Committee at the above address, stating full names, address, date of birth, present and past appointments, experience and qualifications together with names and addresses of two referces within 10 days of appearance of this notice. C 7701

MOORFIELDS EYE HOSPITAL

Assistant-in-Dispensing

required (Apothecaries' Hall Certificate) for duty at High Holborn Branch, London, W.C.1, Salary in accordance with Whitley Council scales.

Applies the Chief P.

Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 7699

PINDERFIELDS GENERAL HOSPITAL, WAKEFIELD

Assistant-in-Dispensing

Applications invited from suitably qualified persons for the above post for a large well-staffed Group Pharmaceutical Department, Whitley Council salary scale and conditions. Address written applications, giving full personal particulars and two names and addresses for reference to: W. Bowring, Group Secretary, Pinderfields General Hospital, Wakefield.

C 7703

ROYAL FREE HOSPITAL GROUP, NORTH WESTERN HOSPITAL,

Assistant-in-Dispensing
21 years of age or over required at the above hospital, Salary in accordance with Whitley Scale ranging from £360 to £575 plus London Weighting and £50 Qualification Allowance, Applications with names of two referees should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 7692

THREE COUNTIES HOSPITAL, ARLESEY, BEDFORDSHIRE

ARLESEY, BEDFORDSHIRE
Assistant-in-Dispensing
Applications are invited for Assistants-in-Dispensing.
Salary and conditions as Whitley
Council scale, £425 at age 22 or over, rising
to £575 per annum, Accommodation available
for single man or woman applicant, Applications, stating age and experience, together
with the names and addresses of two referees,
should be sent to The Medical Superintendent.

C 576

YORK "A" AND TADCASTER HOSPITAL MANAGEMENT COMMITTEE Pharmacist required for Group Pharmaceutical Service based at the County Hospital, Monkgate, York

Salary scale £690 x £30 (3) x £35 (4) to

Applications stating age, qualifications, experience and names of two referees to Group Secretary, Bootham Park, York. C 7696

YORK "A" AND TADCASTER HOSPITAL MANAGEMENT COMMITTEE

required for Group Pharmaceutical Service based at the Maternity and Fulford Hospitals, York.
Salary scale £770 x £30 (1) x £35 (6) to £1,010 p.a.
Applications giving details of age, qualifications, experience and names of two referees to Group Sccretary, Bootham Park, York.

C 7697

EDUCATIONAL

LONDON COLLEGE OF PHARMACY AND CHEMISTRY FOR WOMEN

7 Westbourne Park Road, W.2 Established 1892

The only College in S.B. Bngland teaching exclusively for the Assistant-in-Dispensing Examination of the Society of Apothecaries, Enrolling now for six months' full time course for Student Dispensers under 1956 Regulations. 82 per cent, Examination successes in 1960. C 404

SITUATIONS VACANT

SECRETARY with some dispensing know-ledge required by partnership of doctors in Barnet area. Write with full particulars, Box

RETAIL (HOME)

DISPENSING AND COUNTER ASSISTANTS: Ladies required for London, E.C.1, and N.1. Highest salary paid in exchange for experience and loyalty. Apply in writing: Managing Director, Kendale Chemists, 51 Exmouth Market, E.C.1.

WEST COUNTRY, Modern house, Rent and rates free, Away from business, Available for a junior assistant pharmacist in excellent newly reconstructed pharmacy, Full supporting staff, L. H. Llewellen Ltd., West End Pharmacy, Bridgwater, Somerset, C 4788

WHOLESALE

EXPANDING WHOLESALERS wish to ap-EXPANDING WHOLESALERS wish to appoint pharmacist or gentleman with wide experience of drug trade to take charge of order office. The successful applicant will have every opportunity for advancement if willing to fit in with a keen, hard-working team of colleagues, Apply in writing, giving full details of experience and career to date to J. M. Loveridge, Ltd., 6 Millbrook Road, Southampton.

C 4777

INTELLIGENT PROCESS WORKER for the manufacture of bulk cosmetics, shampoos, cold waves, lotions, etc. Good wages and eongenial working conditions, Apply in writing or by telephone to: Nagele's, Ltd., Edgware Road, Colindale, N.W.9. Colindale

OLD-ESTABLISHED chemical manufacturing concern expanding into the perfumery trades require chemist. Fantastic opportunity, directorship offered with no capital outlay. Would also consider purchase small perfumery concern or amalgamation. Please forward particulars. Box C 4793.

WHOLESALE (OVERSEAS)

A YOUNG BRITISH PHARMACIST/ECON-OMIST seeks position to develop sales and medical propaganda division anywhere in the Middle East, Africa and Far East, Widely travelled and good connections in the area. Knowledge of Arabie, Persian and Urdu, At present working as Assistant Sales Manager in Pakistan, Only first-class ethical houses considered, Preference given to British or Continental Companies, Write Box C 7652.

SITUATIONS WANTED

EXPERIENCED DISPENSING ASSISTANT, male, residing North London, available for responsible position, wholesale, retail, Interview, Replies acknowledged, Moderate salary, Hours arranged, Box C 4773.

EXPERIENCED tablet maker coater requires position, London or S. England, Box C 4782.

MAN REQUIRES POSITION, reputable firm chemist sundries, south-east, south-west London, Kent. Connection. Box C 4791.

AGENTS

AGENTS with good connections amongst chemists and stores required to sell a few good, popular-priced counter lines made by established firm. Most areas vacant, Generous commission or distribution terms. Box C 4787,

EDUCATIONAL

CHELSEA COLLEGE OF SCIENCE & TECHNOLOGY Manresa Road, London, S.W.3. Telephone: FLAxman 5747

SCHOOL OF PHARMACY **AUTUMN TERM 1962 EXTENSION LECTURES**

The following courses will be held during the session:-

RECENT ADVANCES IN MEDICINAL CHEMISTRY

TUESDAYS OCTOBER 9th TO NOVEMBER 27th INCLUSIVE AT 7.15 p.m. This series of lectures is designed for post-graduate research workers who are interested in the chemistry and mode of action of drugs.

THE APPLICATION OF SOME ADVANCED TECHNIQUES TO PHARMACY

THURSDAYS OCTOBER 11th TO NOVEMBER 15th INCLUSIVE AT 7.15 p.m. This course will be concerned with certain techniques of measurement and control which

are being applied, or might be applied, to pharmaceutical processes.

For further information and prospectuses apply to the Senior Lecturer, Pharmaceutical Studies, at the above address.

WHOLESALE

YORKS · NOTTS · LEICS · LINCS NORTHANTS · RUTLAND

Cuxson, Gerrard & Co. Ltd., Oldbury,

require the services of a

REPRESENTATIVE

to cover their interests to Chemists

Superannuation.

Car provided.

Excellent opportunity for man with pharmaceutical experience.

C 7698

on commission for nationally-famous baby products, calling on wholesale and retail chemists, Please state area covered and details of products at present carried. Box C 609.

GENUINE OPPORTUNITY, Agents required for improved treatment for corns and warts. Attractive pack, competitive price. Please reply to Box C 4786.

SOLE IMPORTERS of famous Swiss hair preparations and other first-class Continental rctail products require immediately for all parts of the country the services of active gentlemen who are regularly calling on chemists, stores and hairdressers, Bona fide products are involved which ensure regular repeats. Only those gentlemen need apply who are of impeccable character and claim a long standing connection with their clients, Apply to Sales Director, Box C 7700.

WELL KNOWN SCOTTISH AGENT requires an additional agency, Box C 4792.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large, Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8.

BUSINESS OPPORTUNITIES

A BARGAIN, As B.B.C. television "To night" programme (January 4), Alan Whicker's interview with our director, Mr. T. A. Herbert, LL.B., on our unique services. New ready-made limited companies for sale to suit 1,001 businesses, Guaranteed no trading, £25 including statutory books, memorandum and articles and company seal. Also rapid company registration service. See "Advantages of Trading as a Limited Company," 3/- post free, Business Economy Group of Companies (Dept. x/10), 156 Strand, London, W.C.2, (Tel.; TEM, 8377/2294); 19 Walker Street, Edinburgh, 3 (Tel.: CAL, 1167/8/9). Only firm with both English and Scottish ready-made companies. C 583

SMALL WHOLESALER requires supply sources for chemist and hairdressers' items. Solway Hairdressers Supplies, Box C 4794.

A BARGAIN — £25 complete brand new A BARGAIN — £25 complete brand new ready-made company registrations (England or Scotland), all trades available (specially prepared for each trade). Business Economy Company Registrations Ltd, (Dept Y/10), 156 Strand, London, W.C.2. (Tem. 8377/2294), and 19 Walker Street, Edinburgh, 3 (Cal. 1167/9). Get "Advantages of Trading as a Limited Company" (3/- post free). Also rapid company formation service.

MACHINERY FOR SALE

NEWMAN bench model bottle labelling machine, adjusted to suit purchaser's requirements, Wilkinson ointment mill, fitted self-contained motor drive, Apply: C. Skerman & Sons, Ltd., 10 Parson's Green, London, S.W.6. RENown 6402.

Geigy

We are proud to present Pharmacists with the opportunity of joining our outstanding representative force.

Hard work, initiative and enthusiasm will be expected, appreciated and rewarded.

If you are capable of achieving a high level performance then it is as "Mr. Geigy" that we would say your future is most fully assured.

Initially we would offer you an intensive training course covering all facets of a representative's work.

The course is an integration of two vigorous departments—your own professional service department and a research-minded medical department. By the time you make your first call on a doctor you will be confident and competent as a result of the "Training Strength" supporting you at Wythenshawe. Our International Research Organisation is the security of your future. The discovery of Tofranil for the treatment of depression and the discovery of Hygroton bringing a new concept to diuretic therapy, are but two of our major contributions to modern therapeutics. At your interview you will find our assessment intimately concerned with your character and warmth of personality.

Generous starting salary, company car and expense arrangements. Naturally, we also have an excellent pension scheme and all other conditions of service are top-class.

Ask your "Mr. Geigy" about the organisation behind him.

Vacancies are available in the U.K. and Eire for a training course starting in the near future.

Please send full particulars of your career to date to:

Director of Promotion,
Geigy Pharmaceutical Company, Ltd., Roundthorn Estate,
Wythenshawe, Manchester, 23

C 7686

GLAXO LABORATORIES LIMITED

offer

LABORATORIES PHARMACISTS an opportunity to make a career as

MEDICAL REPRESENTATIVES

There are a few vacancies for Medical Representatives in England. A thorough and comprehensive training course, specially designed to cater for those who have had no previous experience of representation, is being arranged for February 1963. The upper age limit is 35 AND A PHARMACEUTICAL QUALIFICATION IS ESSENTIAL.

The Company has a remarkable record of progress and has been in the forefront of research affecting antibiotics, biologicals, corticosteroids, and other pharmaceutical products; in addition its range of infant and invalid foods have benefited from original research and development work. It has in the past consistently been able to provide good career opportunities and is again seeking the type of man who wants scope to develop his initiative. Salary scales are generous and are designed to recognise individual merit. The conditions of service include a first-class Pension Scheme, provision of a car and payment of expenses, as well as, in common with the rest of the Company's staff, participation in its profitability.

Those interested are invited to write to:

The Personnel Manager, Glaxo Laboratories Limited, Greenford, Middlesex

quoting Reference DC/1

C 7662

OVERSEAS

FOR SALE

FOR SALE: 1,000 used one-gallon bottles (glass and plastic), Akos Chemicals Ltd., 519/523 Cambridge Heath Road, E.2. Tel.: SHO. 5034.

QUANTITY OF AMBER and white 90 oz, winchesters, Plain and poison, stoppered. Narrow and wide mouth and screw cap available, Box C 4790.

MISCELLANEOUS

20% DISCOUNT — CARPETS — All types. Axminster, Wilton, Oriental, etc., squares, broadloom, or fitted. Free delivery. For introduction to showrooms at London, Birmingham, Manchester, etc., or mail orders: Write Gekay Carpet Suppliers, 754 Rochdale Road, Royton, Lancs.

DISTILLATION FACILITIES for all types of CONTAMINATION SOLVENTS and EXTRACTION BY-PRODUCTS. Tanker collection or drum service where applicable, Purchase or recovery and return quotations

Service throughout the U.K.

ALEXANDER COLE, LIMITED, 114 Cranbrook Road, Ilford, Essex. Tel.: Valentine 0184/5/6.

AUTUMN AND XMAS LINES from the Continent, largest selection of fashion jewellery, our exclusive imports. Also, clearjewellery, our exclusive imports. Also, clearing parcels in necklets, brooches, ear-rings, bangles, loo pieces for £5, Call or write: Jodez (M/C), Ltd., 10 Shudehill, Manchester 4, Phone: Deansgate 6564. C 4784

PLASTIC BABY PANTS.
8/9 per Dozen, Large Size.
Rose Scented and Lanolin
Impregnated, Elastic or Taped Legs
In Counter Display Boxes
or Cellophane Pack
Price List and Sample on Request
Special Quotations for Quantities
A, & H. Heyman,
27 Grange Road, Darlington.
Tel 3186 C 4708

BUYING A HOUSE? Specially attractive mortgage terms arranged for chemists by Medical Insurance Scrvices, Ltd. Send a post-card today for details: M.I.S., Ltd., 131-133 New London Road, Chelmsford, Essex. C 4734

MANUFACTURING JEWELLERS offer opportunity to increase turnover and profits. Bead necklaces, earclips, etc. Write for wholesale lists. Kopelands, 43 Coolgardic Avenue, E.4.

FOR INFORMATION

about products and their manufacturers

write or 'phone

C. & D.
INFORMATION DEPARTMENT
28 Essex Street, Strand, London, W.C.2.
CENtral 6565

NIGERIA . . . SALES SUPERVISOR

A leading Pharmaceutical Manufacturer invites applications, preferably from pharmacists, single and within age group 26/32, to undertake short tours of duty in West Africa. The work, which will involve travelling within the territory, is supervisory and in the main will be concerned with sales development of the Company's medical products.

There is a Staff Pension Fund and Life Assurance Scheme in operation.

Apply in writing to Box C 7693.

STOCKTAKING

Stocktaking with the use of Tape Recorders by methods originated and perfected by

PHARMACEUTICAL VALUERS

Carried out Quietly and Efficiently anywhere

Moderate Fees and

No Charges for Expenses

Results returned within 2 to 3 weeks

Enquiries to:

146 HIGH STREET, MONTROSE, ANGUS

TELEPHONE: MONTROSE 784

GENERAL TRADER

A firm has a speciality which they wish to introduce through a General Trader or some trader with Chemists.

It means that such a firm would have to hold stocks, and deliver within the area for which they were protected, and be free to sell how and where they require, in that area.

Write in the first instance to Box No. C 4600 stating whom you at present represent, and the matter will be treated fully confidentially.

Technical Books for the Pharmacist's Library

PHARMACEUTICAL EMULSIONS AND EMULSIFYING AGENTS

New edition in course of preparation. ONE of the most thumbed volumes in libraries used by pharmaceutical students, this compact handbook is essentially practical and informative, giving the modern scientific basis of the acquired skills and knowledge of generations of practising pharmacists. The much enlarged index reflects the ever-growing availability and use of proprietary emulsifying agents.

CHEMIST'S VETERINARY HANDBOOK 11th Edition, 1957

Formerly Veterinary Counter Practice. PROVIDES the pharmacist with adequate and up-to-date information on animal diseases, their causes and the drugs used in their control, thus enabling him to answer the inquiries and meet the requirements of members of the veterinary profession; to dispense their prescriptions; and to handle with knowledge the goods that farmers, poultry keepers and pet owners are accustomed to buy from him. Price £1 7s. 6d. Postage 1s. 2d.

DISEASES AND REMEDIES

New edition in course of preparation. A CONCISE survey of the most modern methods of medicine, providing pharmacists (as well as nurses, physiotherapists, dieticians and almoners) with a text-book of information on the treatment of diseases and the drugs used. Accepted methods are explained, and the medicaments mentioned include some of very recent introduction.

THE ART OF DISPENSING

12th Edition, 1953

FULLY up to date as to the techniques (including aseptic) involved in presenting medicines according to modern standards, the ART OF DISPENSING is also the never-failing standby for pharmacists who, in the changed conditions of today, may on occasion need to refer back to some of the old traditional skills of the pharmacistskills nowadays but seldom in demand. To students it is equally invaluable.

Price £1 1s. 0d. Postage 1s. 4d.

C. & D. REFRESHER COURSE FOR PHARMACISTS

New edition in course of preparation. RECENTLY given a thorough overhaul, the Refresher Course describes simply and concisely important changes in outlook and techniques that need to be known and understood if the pharmacist is not to find his background of technical information becoming increasingly out of date or inadequate.

THE FITTING OF TRUSSES AND **ELASTIC HOSIERY**

2nd Edition, 1955

THE popularity this pocket-size handbook enjoys is due both to the simple and practical way in which it deals with an essentially practical subject, and to the fact that it slips easily into the pocket, where its limp "linson" cover is protective though accommodating. The booklet, which is amply illustrated, fully explains the correct methods of measuring for elastic hosiery as well as trusses and deals with post-operative appliances such as colostomy belts and urinals. Price 4s. 6d. Postage 2d.

THE PHARMACY OF SILICONES AND THEIR USES IN MEDICINE

1st Edition, 1958

By RONALD LEVIN, F.P.S.

THE silicones are a group of compounds of growing importance. To the pharmacist, engaged in whatever sphere, this book provides both interest and enlightenment. The author has taken extreme care to tap all available sources of information on the subject, and gives his readers the benefit of his findings. There is also an extensive bibliography. Price 15s. 0d. Postage 8d.

CHEMIST'S DICTIONARY OF MEDICAL TERMS

More than ever the pharmacist, called upon almost daily to give information to medical practitioners about new proprietary medicines, needs to be familiar with the vocabulary of modern medicine. The DICTIONARY is, of course, equally invaluable to pharmaceutical manufacturers, medical representatives, persons engaged in professions ancillary to medicine, medical copywriters, etc. Price 17s. 6d. Postage 9d.

PHARMACEUTICAL FORMULAS, 12th Edition, 1953

SHORT of possessing a whole series of national pharmacopoeias, the pharmacist has at his hands in this volume the best means of comparing the stan-dards and formulas official in the pharmacopoeias of the principal countries of the world, plus a host of other formulations of galenical products, many of which would nowadays be extremely difficult to find were they

not assembled in this unique and fully indexed volume of 1,139 pages, issued with a 60-p.p. supplement. Price £2 0s. 0d. Postage 2s. 3d.

PHARMACEUTICAL FORMULAS. Vol. 2 11th Edition

A BOOK no chemist can afford to be without. Although conditions in retail pharmacy have changed so much in recent years, a source book of formulas of toilet, cosmetic and perfumery preparations, adhesives, beverages, preparations, adhesives, beverages, varnishes and lacquers, horticultural and pesticidal products, household cleansers and polishes, etc., remains an indispensable book of reference for the chemist whose retail customers come to him as the practical expert. It would be fair to claim an international reputation for this unrivalled collection of recipes totalling nearly

900 pages. Price £2 2s. 0d. Postage 2s. 3d If Pharmaceutical Formulas Volumes 1 and 2 are ordered together the combined cost is reduced to £3 17s. 6d. Postage 3s.

CHEMIST'S DICTIONARY OF **SYNONYMS**

An invaluable—indeed indispensable handbook at the counter and in the dispensary, providing the answers to many otherwise awkward requests by customers. Incorporates the best of the former "Rouse's Synonyms." Price 8s. 6d. Postage 7d.

ESSENTIALS OF TREATMENT

1st Edition, 1956

A MOST concise guide to modern medical outlooks on many commonly encountered diseases and conditions, showing the place of the newer remedies among those of longer establishment, and discussing the relative merits of medical, surgical and nursing techniques.

Price 17s. 6d. Postage 9d.

A MODERN COURSE OF PHOTO-**GRAPHIC STUDIES**

By Dr. H. BAINES, F.R.I.C., F.I.B.P., Hon. F.R.P.S., and specialist collab-

LUCIDLY imparts in orderly steps and with ample diagrams and illustrations the scientific, technical and other knowledge demanded of entrants to the examination of the Photographic Dealers' Association. Price 7s. 6d. Postage 7d.

THE CHEMIST & DRUGGIST, 28 Essex Street, Strand, London, W.C.2 CENtral 6565



REMEMBER every baby (and nearly 1,000,000 are born each year) needs additional vitamins A, D&C.

consider every mother will see our new, bigger than ever, press campaign.

THIS IS YOUR BUSINESS! for only you can sell first-step Haliborange the vitamin food supplement that contains not only vitamin C but vitamins A & D as well.

ORDER NOW ON BONUS TERMS



4 doz. 3/9 first-step Haliborange

4 BOTTLES (i.e. I free bottle in each dozen)





Confucius say

"To go too far is as bad as not to go far enough"?

THE MODERN SAGE SAYS:

For fine chemicals you need go no farther than...

Enquiries are particularly invited for:

SALTS ISOPRENALINE

and for **ADRENALINE** ADRENOCHROME MONOSEMICARBAZONE BISMUTH SALTS BRUCINE AND SALTS CAFFEINE AND SALTS **CHRYSAROBIN**

METHOIN P.A.S. SODIUM PIPERAZINE AND SALTS QUININE AND SALTS STRYCHNINE AND SALTS THEOBROMINE AND SALTS THIOMERSALATE

Write or Phone for Quotations

CARNEGIES

of Welwyn Limited

WELWYN GARDEN CITY

ENGLAND

Phone: WELWYN GARDEN 25001 (10 lines)

Telex: LONDON 28676

Cables: CARNEGIES WELWYNGARDENCITY



* This of course, is what Confucius actually said.

